



19 - 20 March 2018 Bangkok

Latest conference schedule

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Speakers

Katrina L. Abelarde, President and CEO, PLDT Global and First Vice President, International and Carriers Business Group, **PLDT**

Udit Bajpayi, Chief Technology Officer and Senior Vice President, **Reliance Jio Infocomm Pvt Ltd**

Francisco "Cocoy" Claravall, Vice President, Product Development & Management, **Globe Telecom** Jonas Engwall, Head of Asia, **iflix**

Saiful Hidayat, Director of Telkom Group Transformation Project, **Telkom Indonesia**

Wooshik Jung, Director, Home Business, **SK Telecom**

Evelyn Lim, International Carrier Business, **China Broadband Communications International**

Sameer Sharma, Senior Advisor, **International Telecommunication Union**

Khurshid Bhatt, Chief Technology Officer -Regional, **Aircel**

Aamer Ejaz, General Manager, Business Development (Carrier Svcs & Wholesale), **Pakistan Telecommunications Co Ltd**

Amirusyahri Ahmad, DWDM and Fiber Manager, **Telekom Malaysia Berhad**

Matt Allcoat, Chief Architect Asia Pacific, Middle East, Africa & Turkey, **B.T. Global Services** Gint Atkinson, -, **Independent**

Stephan Beckert, Vice President - Strategy, **TeleGeography**

Nitipong Boon-Long, Head of Indochina, **TATA Communications**

Leonardo Cerciello, Vice President, Sales, Asia, Africa and Middle East, **Telecom Italia Sparkle**

NRKS Chakravarthy, Vice President Service Excellence, **Reliance Jio**

Ricky Chau, Vice President, Enterprise Sales Asia Pacific, **CenturyLink**

Fabrizio Civitarese, President, Asia Pacific, **Global Cloud Xchange**

Arifa Febriyanti, Head of Digital Ecosystem Partnership, **XL Axiata Tbk**

Chee Keong Foong, Group Head of Regulatory Affairs, **Axiata Group Berhad**

Prashant Gokarn, Chief Strategy and Digital Services Officer, **Indosat Ooredoo**

Shuangfeng Han, Deputy Staff Researcher, **China Mobile Research Institute Ltd**

Joddy Hernady, Senior Vice President, Media & Digital Business, **Telkom Indonesia**

Matthew Jones, Head of Mobile Solutions and U.K. Managing Director, **Telia Carrier**

Hidebumi Kitahara, Senior Director, Global Business strategy Office; Vice President, Smart IoT Division, **Softbank**

Hyeon Woo Lee, Chair of Global Strategy Committee, **5G Forum (Korea)**

Usman Khan Lodhi, Group Head for Digital Strategy and Investments, **Indosat Ooredoo**

Isabelle Mauro, Director, Head of Digital Communications Industry, **World Economic Forum** Takanori Mizuguchi, Director, Technology Development Department, **NTT Communications**

Minh Thang Nguyen, Director of Telecoms Resources and Statistic Division, **MIC Vietnam**

Chris Rezentes, Senior Manager of Product Strategy and Partner - Asia Pacific, **Verizon**

Rafaai Samsi, Chief Technology and Innovation Officer, **Telekom Malaysia**

Bastian Sembiring, Vice President Wholesale & International Network Service, **PT Telekomunikasi Indonesia**

Jesada Sivaraks, Secretary to Vice Chairman (Telecoms), **NBTC Thailand**

Shahar Steiff, Assistant Vice President New Technologies, **PCCW Global Ltd**

Tanya Tang, Partner (Chief Economic and Policy Advisor), **Rajah & Tann Singapore LLP**

Htun Aung Than, Director of International Relations, **Myanmar PTD**

Rob van den Dam, Global Telecom Industry Leader, **IBM Institute for Business Value** Zoran Vasiljev, Chief Strategy Officer, **Axiata Digital**

Wholesale Carriers

Conference Day One

08:00 Registration

08:50 Organisers opening remarks

08:55 Chairperson's opening remarks

COMMUNICATIONS FOR A CHANGING TOMORROW

09:00 Opening Keynote Address: Reimagining Communication

- Communication in the digital age – how far have we come and where are we at?
- Technologies on the horizon – AI, VR/AR and 5G
- How will these technologies further change up the way we interact with our environment
- What does this mean for the telco and how are operators uniquely positioned to take advantage of their role?

09:20 Keynote Address by China Unicom Global, Title Sponsor for Telecoms World 2018

09:40 Joint Opening Keynote Panel: Thriving in the age of automation, digital disruption and new technologies

- What are the challenges and opportunities present for operators as we live in an Internet of Things era
- Which technology or technologies do you think presents the next big game changer? What would that mean for your business?
- Future 2020 – what billions of connected devices will mean for the telecoms industry in terms of data, networks and revenue sources
- How prepared are our networks for providing seamless, always on and secured M2M connectivity?
- Engaging the digital consumer – how should operators continue to partner with non-traditional players to add/create value for their customers?



Udit Bajpayi, Chief Technology Officer and Senior Vice President, **Reliance Jio Infocomm Pvt Ltd**

10:20 Morning refreshments and exhibition viewing

Wholesale Outlook

11:20 Industry Update by TeleGeography

Accurate as of 23 November 2017. Always refer to our website for the latest updates www.terrapinn.com/telecomsasia

Stephan Beckert, Vice President - Strategy, **TeleGeography**

11:40 Panel: Evolve or dissolve – navigating the future of wholesale in the digital era

- Adapting to changing business models – how will trends in mobile consumption and end-customer demands affect the way wholesale carriers have to operate?
- Why are wholesale operators struggling to reinvent themselves?
- What remains to be done in terms of changing traditional mindsets and cultures?
- What lessons on encouraging innovation and/or dealing with disruption can carriers learn from other industries?
- Where are the new opportunities for new revenue (internally and externally), and what's your vision of a new wholesale reality?

Fabrizio Civitarese, President, Asia Pacific, **Global Cloud Xchange**Katrina L. Abelarde, President and CEO, PLDT Global and First Vice President, International and Carriers Business Group, **PLDT**

COUNTRY SPOTLIGHT - NORTH/EAST ASIA

12:25 Country Update: China

- Updates on the state of telecom infrastructure development and competition in China
- Data, mobile broadband and smartphone penetration
- New regulatory considerations – implications of China's proposed cybersecurity law on data transfers and storage
- Infrastructure rollout plans
- Current developments, projects in the pipeline, rollout timelines, vision for the future
- What are the specific development plans and key timelines for fixed and wireless connection? What are the projected growth rates for the next 1-2 years?

Evelyn Lim, International Carrier Business, **China Broadband Communications International**

12:40 Country Update: Korea

12:55 Country Update: Japan

- Current telecoms market conditions
- Challenges for operator growth and dealing with competition
- Network infrastructure plans for supporting IoT and Tokyo 2020

LUNCH AND EXHIBITION VIEWING

COUNTRY SPOTLIGHT: GREATER MEKONG SUB-REGION

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14:15 Reserved for event partner

Keen to showcase your thought leadership? Get in touch with Francis @ francis.bandong@terrapinn.com today

14:30 Country Update: Thailand**14:45 Myanmar - Ushering Myanmar's 4th operator**

- What is your business model and how does it differ from your competitors
- What gaps are you hoping to fill in the current telecoms landscape in Myanmar
- Plans for infrastructure rollout and service provision



Min Oo Zaw, Chief External Relations Officer, **Myanmar National Tele & Communications Co., Ltd**

15:00 Country Update: Vietnam

AFTERNOON REFRESHMENTS AND EXHIBITION VIEWING

CREATING A SAFE & SECURE CONNECTED FUTURE

16:10 Reserved for event partner

Keen to showcase your thought leadership in the field of network security? Get in touch with Francis @ francis.bandong@terrapinn.com or +65 6322 2336 today

16:30 Closing keynote panel: Addressing the challenge of cybersecurity in a connected world

- What are the new threats being faced by our networks today vs before?
 - Cybersecurity in the digital age: how can the industry address this collectively?
 - Improving collaboration with regulators to reduce risk and improve resiliency
 - Is there a need for greater regional coordination between operators to strengthen our networks?
-
- 5-year outlook: how will new technologies pose as both a threat and an opportunity in ensuring security?



Marin Ivezić, Cybersecurity & Privacy Partner, **PWC**



Sameer Sharma, Senior Advisor, **International Telecommunication Union**



Juni Yan, Vice President AMEA, Security, **B.T. Global Services**



Eliseo Rio, OIC Secretary/ Undersecretary, Special Concerns, **Department Of ICT**

17:10 Chairperson's closing remarks and end of Day One**17:10 Evening cocktail**

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Conference Day Two

08:00 Registration & Morning Refreshments

08:55 Chairperson's opening remarks

CONNECTED ECOSYSTEMS

09:00 Keynote address: Connecting the next billion users

- Making Internet access available and affordable for the world – how are we getting there?
- Challenges, opportunities, key project milestones
- Creating sustainable business partnerships – where do carriers fit in?

09:20 Assessing Asia's ICT development for 2020

- How will Asia's markets develop in the next 5 years?
- Bridging the connectivity gap – state of emerging markets and how will they look like?
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10:00 Joint Keynote Panel: Maximising opportunities and minimizing threats in a future of a billion (and more) connected things

- Maximizing the telco's role in IoT
 - What's the current progress?
 - Where are the key roadblocks and how can we overcome them as an industry?
 - How long before we get to see meaningful ROI?
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- Addressing the other side of IoT
 - How do you foresee the acceleration of technology progression in the IoT era?
 - What is the impact on our social and economic structures and how can we best prepare for them?
 - Reducing threats – how can the industry better pre-empt security and privacy concerns in the age of connected things?

MORNING REFRESHMENTS AND EXHIBITION VIEWING

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NEW REVENUE OPPORTUNITIES

11:40 Creating a seamless delivery of IoT

- Assessing promise vs reality – how close are telcos to facilitating an ecosystem of IoT services?
- Overcoming existing challenges of fragmented partner service offerings and complex vendor management
- Getting your IoT rollout strategy right
- Need for SLA
- Security considerations



Matthew Jones, Head of Mobile Solutions and U.K. Managing Director, **Telia Carrier**

11:55 Panel: Making (and winning in) the wholesale IoT play

- Assessing the state of play in wholesale and IoT – the good, the bad, the ugly
- Moving beyond just data transport – how can international carriers evolve to create more sophisticated, end to end offerings?
- What are the key challenges and how can they be overcome?
- Advent of AI maturity coupled with IoT maturity – what are the potential new services and applications that can be offered?



Nitipong Boon-Long, Head of Indochina, **TATA Communications**



Gordon Hou, Deputy Managing Director, **Chunghwa Telecom Co., Ltd**

COUNTRY SPOTLIGHT - MENA + SOUTH ASIA

12:35 Country Update: Gulf Region**12:50 Pakistan – Building a mobile-enabled digital economy**

- Market updates and 3G/4G penetration rates
- Nationwide fibre rollout plans – timeline and new opportunities
- Existing and foreseeable challenges (e.g. regulatory landscape, new policy implementation, political stability)
- New service offerings with increased mobile Internet adoption and movement towards digital economy future

13:05 Country Update: India

COUNTRY SPOTLIGHT: SOUTHEAST ASIA

14:30 Country Update: Indonesia**14:45 Country Update: Malaysia****15:00 Country Update: Singapore**

15:15 Extended Networking

16:00 Afternoon refreshments and networking. End of Telecoms World Asia 2018.

Networks - Track 1

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08:55 Chairperson's opening remarks

COMMUNICATIONS FOR A CHANGING TOMORROW

09:00 Opening Keynote Address: Reimagining Communication

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- Technologies on the horizon – AI, VR/AR and 5G
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- What are the challenges and opportunities present for operators as we live in an Internet of Things era
- Which technology or technologies do you think presents the next big game changer? What would that mean for your business?
- Future 2020 – what billions of connected devices will mean for the telecoms industry in terms of data, networks and revenue sources
- How prepared are our networks for providing seamless, always on and secured M2M connectivity?
- Engaging the digital consumer – how should operators continue to partner with non-traditional players to add/create value for their customers?



Udit Bajpayi, Chief Technology Officer and Senior Vice President, **Reliance Jio Infocomm Pvt Ltd**

10:20 Morning refreshments and exhibition viewing

WIRELESS NETWORKS

THE ROAD TO 5G

11:20 Operator case study - Creating and realising a 5G vision

11:40 Panel: Road to 5G 2020 – how are we getting there?

- Main drivers, attributes, characteristics and scenarios
 - How will this change the way operators plan their network for the future, and what fundamental changes must they undergo?
 - Comparing operator strategies and for 5G network upgrades
 - Ensuring a smooth transition to 5G
-
- Optimising 5G deployment
 - Strategies to reduce the cost of deployment
 - Journey to 4G vs 5G – lessons learned

NETWORK PLANNING & OPTIMISATION

12:25 Spectrum planning for 5G

- Updates on standardisation process
- What do governments and regulators need to take note of when allocating/planning investment and spectrum availability

LUNCH AND EXHIBITION VIEWING


ACCESS NETWORKS

14:15 Reserved for event partner

Keen to showcase your thought leadership? Get in touch with Francis @ francis.bandong@terrapinn.com today

14:35 Building access networks for digital futures

- Delivering high capacity networks for the next wave of digital services
- Understanding the access network requirements of emerging technologies including 5G, the IoT and virtualisation

- Exploring available technologies and determining what's next  Khurshid Bhatt, Chief Technology Officer - Regional, Aircel

AFTERNOON REFRESHMENTS AND EXHIBITION VIEWING

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- What are the new threats being faced by our networks today vs before?
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 - Is there a need for greater regional coordination between operators to strengthen our networks?
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- 5-year outlook: how will new technologies pose as both a threat and an opportunity in ensuring security?



Marin Ivezic, Cybersecurity & Privacy Partner, **PWC**



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08:55 Chairperson's opening remarks

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- Maximizing the telco's role in IoT
 - What's the current progress?
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- Addressing the other side of IoT
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MORNING REFRESHMENTS AND EXHIBITION VIEWING

INFRASTRUCTURE FOR THE SMART CITY

11:40 Beyond the buzzword: achieving real value from IoT/M2M services

- KDDI's IoT/M2M service history
- What's next and how are we getting there?
- Foreseeable challenges and opportunities

- Achieving real monetization of IoT/M2M services
- The role of 5G in making these services a reality



Tsutomu Tajima, Deputy General Manager, Global Telematics Department, **KDDI Corporation**

11:55 Panel: Monetizing the telco's role in the smart city

- The role of LPWANs in facilitating connectivity for billions of devices
- What are the pros, cons and challenges?
- Working with existing telecom infrastructure to facilitate a "Smart City" environment
- How can telcos prepare their networks to handle the expected large volumes of data processing?
- Combining existing and new technologies to provide seamless connectivity services
- What new services can telcos expect to deliver and what new capabilities can be developed as technology improves?



Arifa Febriyanti, Head of Digital Ecosystem Partnership, **XL Axiata Tbk**



Tsutomu Tajima, Deputy General Manager, Global Telematics Department, **KDDI Corporation**

SMART NETWORKS FOR SMART PRODUCTS

12:35 Panel: Building access networks For digital futures

- Delivering high capacity networks for the next wave of digital services
- Understanding the access network requirements of emerging technologies including 5G, the IoT and virtualisation
- Exploring available technologies and determining what's next

CLOUD & EDGE COMPUTING

14:30 Opportunities for operators in Mobile Edge Computing

- Mobile edge computing 101 – what it is and what it isn't
- Meeting the future challenges created by the IoT industry
- Overcoming latency and bandwidth issues
- Where does the fog fit in and how does it complement the cloud?
- What would be the business model for operators to collaborate?
- How can operators better plan their network in the future to meet this demand?

14:45 Case Study: Applying edge computing to your network – where to begin?

15:00 Facilitating the Cloud: your network is key

- How can telcos create maximum benefits for enterprises without compromising performance, productivity or revenue?
- Ensuring your network's readiness and security for business critical applications

15:15 Panel: Getting an edge with your network

16:00 Afternoon refreshments and networking. End of Telecoms World Asia 2018.

Networks - Track 2

Conference Day One

08:00 Registration

08:50 Organisers opening remarks

08:55 Chairperson's opening remarks

COMMUNICATIONS FOR A CHANGING TOMORROW

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- Communication in the digital age – how far have we come and where are we at?
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Udit Bajpayi, Chief Technology Officer and Senior Vice President, **Reliance Jio Infocomm Pvt Ltd**

10:20 Morning refreshments and exhibition viewing

VIRTUALISATION

SDN/NFV

11:20 Operator case study – Realising the potential of a fully virtualised network

11:40 Panel: Are we there yet? – Scaling the SDN/NFV mountain

- Why are operators struggling to realise the benefits purported by SDN and NFV?
- Getting the strategy right – what are the existing roadblocks and how can they be addressed?
- Dealing with the boardroom, changing existing mindsets, identifying the right services
- Becoming a true Digital Service provider
- How to shorten the transformation process

Gint Atkinson, -, **Independent**Shahar Steiff, Assistant Vice President New Technologies, **PCCW Global Ltd**Matt Allcoat, Chief Architect Asia Pacific, Middle East, Africa & Turkey, **B.T. Global Services**Chris Rezendes, Senior Manager of Product Strategy and Partner - Asia Pacific, **Verizon****LEVERAGING OPENNESS****12:25 Optimising the use of open source**

- Assessing the current state of open source adoption for the telecoms industry
- Current challenges –
- How can open source projects overcome the issue of interoperability in a commercial multi-vendor environment?
- What role should/must operators play in order to achieve full end to end service delivery?

Shahar Steiff, Assistant Vice President New Technologies, **PCCW Global Ltd****12:40 Case Study: Adopting an open source software model for your network****12:55 Case Study: Adopting an open source software model for your network****LUNCH AND EXHIBITION VIEWING****NEXT-GEN NETWORK STRATEGIES****14:15 Reserved for event partner**

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14:35 Case study by Telekom Malaysia: Deploying a next-gen DWDM network

- Updates on TM's Next Generation DWDM network deployment
- Rationale and timeline

- Expected benefits and new opportunities
 - Key challenges and how they were overcome
 - Issue of high CAPEX – how can operators best work around this?
 - Network migration and eventual integration
-
- Creating SDN readiness with next-gen network deployment
 - What are some issues operators should consider in order to achieve a certain level of integration in a multi-vendor environment?



Amirussyahri Ahmad, DWDM and Fiber Manager, **Telekom Malaysia Berhad**

AFTERNOON REFRESHMENTS AND EXHIBITION VIEWING

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MORNING REFRESHMENTS AND EXHIBITION VIEWING**SECURITY****11:40 Cybersecurity in the age of IoT – how ready are our networks?**

- Assessing network readiness for present and future cyberattacks
- What are the current gaps and how can the industry address this collectively?
- What are the new expectations that customers have of their service providers?

- Are there new business opportunities for operators?



Ricky Chau, Vice President, Enterprise Sales Asia Pacific, **CenturyLink**

11:55 Panel: In pursuit of security – addressing security challenges of a virtualised network

- In an international business what are the best processes to dealing with data sovereignty? How is the industry addressing challenges of data ownership?
- As DDoS attacks become more prolific, how are carriers tackling this cyber security challenge? And how are carriers working together to ensure security across the network and on each layer?
- What role do carriers play in ensuring security in the Internet of Things? How can carriers monetise added security services?

12:35 Case Study: Ensuring end-to-end security in your network architecture

12:50 Fireside Chat: Improving quality and accuracy of security decisions

- Overcoming the problem of legacy security policies
- Improving the agility and flexibility of your network to meet the demands of a hyper-connected, dynamic, cloud-based threat environment
- Integrating your NOC and SOC

FINANCE

14:30 Mobile payments and digital wallets

- Mobile money – the next source of growth for telcos?
- Opportunities for digital wallets in Asia's emerging markets
- Regulatory challenges to overcome
- Network security as key to credibility and differentiation

14:45 Case Study: Learnings from the success of M-Pesa

15:00 Case Study: Preparing your network for the age of Fintech

15:15 Panel: Ensuring network robustness for business continuity in the financial industry

- How have today's requirements for data management in the financial industry impacted the telco's network architecture?
- What are the new challenges with the advent of new financial applications that are heavily dependent on telecom networks? How can they be overcome?

16:00 Afternoon refreshments and networking. End of Telecoms World Asia 2018.

Telco 4.0

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Udit Bajpayi, Chief Technology Officer and Senior Vice President, **Reliance Jio Infocomm Pvt Ltd**

10:20 Morning refreshments and exhibition viewing

CHANGING BUSINESS MODELS

11:20 Opportunities for growth in the next 5 years

- What will be the key external forces and technologies affecting the industry
- Undergoing a digital reinvention - how will the role of telcos look like in 2020?
- How can telcos maximize the opportunities present in a new business ecosystem?

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Isabelle Mauro, Director, Head of Digital Communications Industry, **World Economic Forum**

11:40 Panel: Transforming for success – assessing the road ahead for telcos

- Past vs present – how are telecom operators transforming their operations/business models to meet the challenges ahead?
- Restructuring for long-term success – what are the key issues to consider, and what's a reasonable length of "downtime" before these changes achieve payoff?
- What are the new challenges on the horizon, and how ready are telcos to meet them? • Investment outlook for the telecoms landscape • Where will be the new sources of growth?
- What markets and populations?



Saiful Hidayat, Director of Telkom Group Transformation Project, **Telkom Indonesia**

OTTs & CONTENT

12:25 What's next for Asia's Internet TV market

- Content consumption across the region – how will it develop?
- Potential for growth amidst growing regional competition • How can content players continue to differentiate themselves?
- Localizing content and combating piracy
- Partnerships with telcos – how can both parties form mutually beneficial partnerships



Jonas Engwall, Head of Asia, **iflix**

12:40 Monetising your content partnerships

- Revenue sharing models and market differentiation strategies: What are the new ways that traditional telcos can bundle their offerings with OTTs into a compelling package and thus monetise traffic and improve end-user experience?
- When online connectivity becomes a given, what would the future customer expect and demand from carriers and OTTs? How can both parties work to meet the demand?
- What's the expected growth in capacity needs as traffic increases due to booming user demand?
- How will new technologies such as AR/VR come to play?
- What does that mean for the network and are telcos ready to support it?



Joddy Hernady, Senior Vice President, Media & Digital Business, **Telkom Indonesia**



Francisco "Cocoy" Claravall, Vice President, Product Development & Management, **Globe Telecom**

LUNCH AND EXHIBITION VIEWING

FOSTERING INNOVATION

14:15 Reserved for event partner

Keen to showcase your thought leadership? Get in touch with Francis @ francis.bandong@terrapinn.com today

14:30 Panel: Encouraging innovative thinking in the business

- What are the challenges facing operators today when it comes to promoting innovation in the organisation?
- What can the C-suite do to promote a “safe to fail” environment?



Zoran Vasiljev, Chief Strategy Officer, **Axiata Digital**

AFTERNOON REFRESHMENTS AND EXHIBITION VIEWING

CREATING A SAFE & SECURE CONNECTED FUTURE

16:10 Reserved for event partner

Keen to showcase your thought leadership in the field of network security? Get in touch with Francis @ francis.bandong@terrapinn.com or +65 6322 2336 today

16:30 Closing keynote panel: Addressing the challenge of cybersecurity in a connected world

- What are the new threats being faced by our networks today vs before?
 - Cybersecurity in the digital age: how can the industry address this collectively?
 - Improving collaboration with regulators to reduce risk and improve resiliency
 - Is there a need for greater regional coordination between operators to strengthen our networks?
-
- 5-year outlook: how will new technologies pose as both a threat and an opportunity in ensuring security?



Marin Ivezic, Cybersecurity & Privacy Partner, **PWC**



Sameer Sharma, Senior Advisor, **International Telecommunication Union**



Juni Yan, Vice President AMEA, Security, **B.T. Global Services**



Eliseo Rio, OIC Secretary/ Undersecretary, Special Concerns, **Department Of ICT**

17:10 Chairperson's closing remarks and end of Day One**17:10 Evening cocktail**

Available as a sponsorship option. If you're keen to play host, contact Francis @ francis.bandong@terrapinn.com or +65 6322 2336 today

19:30 After Party

Available as a sponsorship option. If you know how to throw a good party, contact Francis @ francis.bandong@terrapinn.com or +65 6322 2336 today

Conference Day Two

08:00 Registration & Morning Refreshments

08:55 Chairperson's opening remarks

CONNECTED ECOSYSTEMS

09:00 Keynote address: Connecting the next billion users

- Making Internet access available and affordable for the world – how are we getting there?
- Challenges, opportunities, key project milestones
- Creating sustainable business partnerships – where do carriers fit in?

09:20 Assessing Asia's ICT development for 2020

- How will Asia's markets develop in the next 5 years?
- Bridging the connectivity gap – state of emerging markets and how will they look like?
- Encouraging infrastructure investment and driving PPP development

09:40 Reserved for event partner

Keen to showcase your thought leadership? Get in touch with Francis @ francis.bandong@terrapinn.com or +65 6322 2336 today

10:00 Joint Keynote Panel: Maximising opportunities and minimizing threats in a future of a billion (and more) connected things

- Maximizing the telco's role in IoT
 - What's the current progress?
 - Where are the key roadblocks and how can we overcome them as an industry?
 - How long before we get to see meaningful ROI?
-
- Addressing the other side of IoT
 - How do you foresee the acceleration of technology progression in the IoT era?
 - What is the impact on our social and economic structures and how can we best prepare for them?
 - Reducing threats – how can the industry better pre-empt security and privacy concerns in the age of connected things?

MORNING REFRESHMENTS AND EXHIBITION VIEWING

DEVELOPING AN ECOSYSTEM OF PARTNERS

11:40 Empowering the digital economy

- What is the role of telcos in supporting the digital transformation of their enterprise customers?
- Where are the new revenue streams?
- What are the challenges and opportunities?

11:55 Panel: Realising new revenues with new partnerships

- What are the new partnerships that operators are exploring to drive new revenue streams?
- Creating a sustainable digital-oriented business
- Can telcos afford to play the role of an all-encompassing provider?
- Opening the doors to greater carrier collaboration

Zoran Vasiljev, Chief Strategy Officer, **Axiata Digital**Filippo Giachi, Managing Director, JAPAC, **DOCOMO Digital**

MONETIZING THE CONNECTED ENVIRONMENT

12:35 Case Study: The role of telecom operators and Smart Health**12:50 Fireside Chat - New opportunities in mobile healthcare services**

- Working with mobile healthcare app developers • Where are the markets for growth?
- How can telcos make use of their network to support mobile healthcare delivery

BIG DATA & ANALYTICS

14:30 Setting and implementing your big data strategy

- How can telcos begin their big data journey
- Where to start and what processes have to be in place?
- Making sense of your data pools to minimize cost and maximise revenue streams
- Where are the new opportunities that telcos can monetize their data and create new revenue lines
- How can data analytics help telcos better plan their network and improve performance?

14:45 Case Study: Using big data to combat fraud**15:00 Case Study: Big data to reduce customer churn****15:15 Panel: Monetizing analytics – what to do with all that data**

- Capturing the explosion of devices in the connected world
- Translating data to real time action for your organisation
- Analysing the endless possibilities for well-structured data collection
- Building or buying effective data infrastructure

16:00 Afternoon refreshments and networking. End of Telecoms World Asia 2018.