

FTTH Conference 2012

Programme Pre-Conference Workshops

FTTH CONFERENCE 2012 PRE-CONFERENCE WORKSHOPS PROGRAMME

14 February 2012 – 10:00 – 12:00

09:30	Registration for 'Deutscher Workshop - Teil 1' only
-------	---

Workshop: Deutscher Workshop – Teil 1 (in German) Organised by: Munich Working Group, FTTH Council Europe Room 04	
<p>Der Vormittags-Workshop (Teil 1) wird eine überblicksartige Einführung in FTTH geben. Zielgruppe sind deutschsprachige Teilnehmer, die mit den Konzepten und Technologien für FTTH noch nicht sehr vertraut sind und für die eine solche Einführung nützlich ist, um einen höheren Nutzen aus der FTTH Konferenz zu ziehen.</p> <p>Der Nachmittags-Workshop (Teil 2) befaßt sich mit Themen, die speziell für den deutschen Markt und die Geschäftsmodelle der Unternehmen und Stadtwerke relevant sind - wie Open Access, telekommunikationsrechtliche Anforderungen, Vermarktungsmodelle und Finanzierung/Förderungsmöglichkeiten. Der Workshop ist sehr praxisorientiert ausgerichtet und hat daher auch einige interessante Best Practice Beispiele vorgesehen.</p>	
10:00-12:00	Einführung in FTTH <u>Moderator:</u> Frank Beyrodt , Nokia Siemens Networks <u>Sprecher:</u> - Paolo Sebben , Managing Partner, effectas "FTTH Anwendungen" - Curt Badstieber , Nokia Siemens Networks "FTTH Netztechnik" - Andreas Marx , Nokia Siemens Networks "Bau von FTTH-Netzen" - Dr. Matthias Pohler , Tele-Kabel Ingenieursgesellschaft "Geschäftsmodelle, Markt & Politik"

14 February 2012 – 13:00 – 18:00

11:30	Registration
<p>Workshop: Deutscher Workshop – Teil 2 (in German) Organised by: Munich Working Group, FTTH Council Europe Room 04</p> <p>Der Nachmittags-Workshop (Teil 2) befaßt sich mit Themen, die speziell für den deutschen Markt und die Geschäftsmodelle der Unternehmen und Stadtwerke relevant sind - wie Open Access, telekommunikationsrechtliche Anforderungen, Vermarktungsmodelle und Finanzierung/Förderungsmöglichkeiten. Der Workshop ist sehr praxisorientiert ausgerichtet und hat daher auch einige interessante Best Practice Beispiele vorgesehen.</p>	
13:00-14:30	<p>Session 1: Betreiber- und Vermarktungsplattform – do it yourself oder Risikominimierung durch Kooperationen?!</p> <p><u>Moderator:</u> Dr. Stephan Albers, Geschäftsführer, Bundesverband Breitbandkommunikation e.V.</p> <p>-Begrüßung Ralf Kleint, Geschäftsführer, htp und Präsident, Bundesverband Breitbandkommunikation e.V.</p> <p>-Keynote Dr. Iris Henseler-Unger, Vizepräsidentin, Bundesnetzagentur <i>“Die Breitbandstrategie: Vielfalt und Wettbewerb“</i></p> <p>-Dr. Martin Geppert, Partner, JUCONOMY <i>“Neues Infrastrukturrecht unter dem TKG 2012“</i></p>
14:30-15:00	Kaffeepause
15:00-16:30	<p>Session 2: FTTB/H-Geschäftsmodelle</p> <p><u>Sprecher:</u> -Dr. Thomas Plückebaum, Senior Consultant, Head of Cost Modelling and Internet Economy, WIK <i>“Landesweit Breitband – Parameter für Erfolg“</i> -Tim Brauckmüller, Geschäftsführer, Breitbandbüro des Bundes <i>“Finanzierung und Förderung“</i> -Dirk Sasson, Bereichsleiter Telekommunikation, & René Barnstedt, Stadtwerke Neumünster <i>“Stellgrößen im Business Case – die wichtigsten Parameter“</i></p>
16:30-16:45	Kaffeepause
16:45-18:00	<p>Session 3: Best Practices</p> <p><u>Sprecher:</u> -Alfred Rauscher, Geschäftsführer, R-KOM <i>“TV“</i> -Dr. Steffen Müller, Kooperationsmanagement, vitroconnect <i>“Betreiber- und Vermarktungsplattform – do it yourself oder Risikominimierung durch Kooperationen?!“</i> -Uwe Meyer, Geschäftsführer, süc //dacor <i>“Content“</i></p> <p>Diskussion und Zusammenfassung Dr. Stephan Albers, Geschäftsführer, Bundesverband Breitbandkommunikation e.V</p>

FTTH Conference 2012

Programme Pre-Conference Workshops

Workshop: How to Start and Finance a FTTH Business Organised by: Business Committee and Market Intelligence Committee, FTTH Council Europe Room 13B	
<p>In Europe, various power utilities, municipalities and alternative operators are considering to enter the FTTH field. To start a FTTH Project, the financial part is one of the key success factors. A condition to get the financing done, is that the project and the key figures can be explained. The financial part should be built on a solid business case.</p> <p>This workshop will discuss the relevant topics to set up a successful business model and will show several practical examples. Topics include: Exploring the business opportunity, setting up business models, checking feasibility, creating a business case and a business plan, identify the key players and key investors as well as a discussion of investment models.</p>	
13:00-14:30	Session 1: The FTTH Business Guide Introduction of the workshop by Paolo Sebben , Chair Business Committee, FTTH Council Europe <u>Moderator:</u> Dr. Stephan Neidlinger , VP ASM, ADVA Optical Networking <u>Speakers:</u> - Karin Ahl , Treasurer, FTTH Council Europe <i>"Business Models: Three Layers, 'Open & Integrated Models'"</i> - Paolo Sebben , Chair Business Committee, FTTH Council Europe <i>"Exploring the Business Opportunity: 'How to Set up a Project'"</i> - Prof. Michael Fourman , Digital Scotland working group Convenor, Royal Society of Edinburgh <i>"Challenges of Financing FTTH in Rural Scotland"</i>
14:30-15:00	Coffee Break
15:00-16:30	Session 2: Different Government Approaches to FTTH Regulation <u>Moderator:</u> Edgar Aker, Member of the Board, FTTH Council Europe <u>Speakers:</u> - Suvi Lindén , Former Finnish Minister of Communications, Special Envoy ITU, ITU Broadband Commission <i>"Finland: 'Broadband Access is a Fundamental Right for All'"</i> - Jacob Bolin , Project Manager Swedish Broadband Forum <i>"Collaboration as a Tool to Achieve World-Class Broadband"</i> - Andreas Weiss , Managing Director, WestLB <i>"How Regulation Influences the Financing of FTTH"</i>
16:30-16:45	Coffee Break
16:45-18:00	Session 3: Financing FTTH Networks <u>Moderator:</u> Jan Schindler, Chair Market Intelligence Committee, FTTH Council Europe <u>Speakers:</u> - Roland Montagne , Director Telecoms Business Unit, IDATE <i>"Financing FTTH Networks"</i> - Jaume Salvat , CEO, Andorra Telecom <i>"Case Study I: Andorra Telecom"</i> - Jacques Notaise , CEO, Debitex Telecom <i>"Case Study II: Debitex"</i> Discussion: Recommendations and Lessons Learned

Workshop: Deploying and Operating your Fibre Infrastructure: the Passive and Active Layer Organised by: Deployment & Operations Committee, FTTH Council Europe Room 13A	
This technical workshop will discuss how passive and active infrastructure can be deployed in an effective way. There will be a special focus on innovative solutions and state of the art deployment methods.	
13:00-14:30	Introduction of the workshop by Eng. Cristina Deac , Chair Deployment & Operations Committee, FTTH Council Europe Session 1: The sky is the limit as far as technologies are concerned <u>Moderator:</u> Dr. Gerlas van den Hoven, CEO, Genexis <u>Speakers:</u> - Benoît Felten , CEO, Diffraction Analysis <i>"Intro: On the Importance of Services to FTTH Success"</i> - Markus Pfaff , Cisco <i>"Active Technology is There ... What to Expect Next? The View of Cisco"</i> - Dr. Ir. Michael Peeters , CTO Wireline Division; Alcatel-Lucent <i>"Active Technology is There ... What to Expect Next? The View of Alcatel-Lucent"</i> - Ben Eman , Director of Development, Genexis <i>"Active Technology is There ... What to Expect Next? The View of Genexis"</i> - Paul Schwartz , Icotera <i>"Active Technology is There ... What to Expect Next? The View of Icotera"</i>
14:30-15:00	Coffee Break
15:00-16:30	Session 2: Be efficient in deploying your passive infrastructure <u>Moderator:</u> Karin Ahl, Treasurer, FTTH Council Europe <u>Speakers:</u> - Jan Vandenbroeck , Business Development Manager, TE Connectivity <i>"Passive Technology is There ... What to Expect Next? The View of TE Connectivity"</i> - Axel-Oliver Homburger , Product Line Manager SCM Core & OSP public networks, Reichle & De-Massari <i>"Passive Technology is There ... What to Expect Next? The View of Reichle & De-Massari"</i> - Tobias Ahl , Rala Infratech <i>"Passive Technology is There ... What to Expect Next? The View of Rala Infratech"</i> - Eng. Peter Kiesheyer , Program Manager FTTH, Corning <i>"Passive Technology is There ... What to Expect Next? The View of Corning"</i> - Alessandro Pirri , Director Connectivity & FTTx, Prysmian Group <i>"Passive Technology is There ... What to Expect Next? The View of Prysmian Group"</i>
16:30-16:45	Coffee Break
16:45-18:00	Session 3: The FTTH Handbook describes it all ... A flavour of the new content ... <u>Speakers:</u> - Eng. Cristina Deac , Chair Deployment & Operations Committee, FTTH Council Europe <i>"The New Version of the FTTH Handbook"</i> - Ulrich Scheu , CEO, Scheu Netzplanung & Raf Meersman , Chief Technology Officer, Comsof & Dr. Roland Wessäly , Managing Director, atesio <i>"Network Planning in a Nutshell"</i> - Eng. Cristina Deac , Chair Deployment & Operations Committee, FTTH Council Europe <i>"In-House Cabling in a Nutshell"</i>

FTTH Conference 2012

Programme Pre-Conference Workshops

Workshop: Services & Applications for FTTH Organised by: Content & Applications Committee, FTTH Council Europe Room 11	
Ever increasing richness of new applications and services is rapidly shaping our way of living. Further evolution of applications is tightly linked to evolution of ultra fast broadband networks, as a foundation for creating innovative services and new business models. Therefore, when talking about FTTH deployments, we need to include the content and applications aspect. FTTH Council's Content & Applications Committee, together with industry leading analysts, has conducted a study to look closer at the connection between FTTH and next generation services and examine how it opens new opportunities for diverse sectors in interacting with each other. Join this workshop to hear about results of the study and hear exciting future-looking examples of applications that will enhance our lives in a world enlightened with fibre.	
13:00-14:30	Session 1: Introduction <u>Moderator:</u> Wolfgang Fischer, Chair Content & Applications Committee, FTTH Council Europe <u>Speakers:</u> - Wolfgang Fischer , Chair Content & Applications Committee, FTTH Council Europe <i>"Introduction"</i> - Ana Pesovic , Vice-Chair Content & Applications Committee, FTTH Council Europe <i>"Shaping the Future of a Content Based World"</i> - Benoît Felten , CEO, Diffraction Analysis <i>"On the Importance of Services to FTTH Success"</i>
14:30-15:00	Coffee Break
15:00-16:30	Session 2: Beyond Triple Play I <u>Moderator:</u> Ana Pesovic, Vice-Chair Content & Application Committee, FTTH Council Europe <u>Speakers:</u> - Rikard Strid , CEO, Clayster <i>"The Future of Smart Cities"</i> - Prof. Dr. Alexander Carôt , Hochschule Anhalt <i>"Principals of Musical Telepresence"</i> - Hans Bjarne Solheim , Head of Products, Altibox <i>"It's All about the Services"</i>

<p>Workshop: Smart Access of Fibre Networks Organised by: Broadlight, Nexans, ZTE Room 22</p> <p>While traffic growth is a reality driven by more video services and smartphone usage, traditional fixed-line operators are becoming pure providers of access pipes while Over-the-Top (OTT) & content providers get a higher slice of the value chain with more revenues. Traditional operators have to rethink their business model and build broadband networks with a "smarter" "terminal-pipe-cloud" architecture enabling them to charge ISPs/ICPs based on quality and share revenues in the future industrial value chain of Internet services led by OTT services. This workshop will explore how to implement a "smarter" "terminal-pipe-cloud" architecture with: -GPON and Next Gen PON technologies to deliver super-high-bandwidth access for users using a unified future-proof broadband access platform -Deep Packet Inspection (DPI) technology to enable the operator to clearly control the services and applications in the pipe and to provide QoS assurances for high-value services. -The introduction of fibre grade processor architecture with a smart access provided by intelligent processors -Smart cables, components & packaging to reduce the time of installation and time of presence at the subscriber's site As a result, smarter access over fibre networks will offer operators more bandwidth to bear the growth of video services, reduced cost with open, green and simplified networks and new revenue streams with intelligent networks.</p>	
13:00-14:30	<p>Session 1</p> <p><u>Speakers:</u> -Christophe de Saint-Martin, Director of Marketing for Europe, Fixed Networks Products, ZTE <i>"Opening by Chair"</i> -Wang Baodong, VP of Fixed Network Product Division, Oversea Marketing, ZTE <i>"Smart Access over Fibre Networks"</i> -Jörgen Persson, Product Manager Cabinets & Closures, & Thomas Björkstahl, Product Manager Fiber-optic Cables, Nexans <i>"Smart Packaging for FTTH Roll-Out"</i></p>
14:30-15:00	Coffee Break
15:00-16:30	<p>Session 2</p> <p><u>Speakers:</u> -Didi Ivancovsky, Founder, VP Carriers' Strategy, BroadLight <i>"Smart Access by Intelligent Processors – The Introduction of Fiber Grade Professor Architecture"</i> -Roland Montagne, Director Telecoms Business Unit, IDATE <i>"Promising Smart Access and Home Networks – Overview & Panorama"</i></p>

FTTH Conference 2012

Programme Pre-Conference Workshops

Workshop: Build a Maintainable FTTH Network Organised by: CTTS, Dynamic Design, JDSU, Nexans Room 21	
The operators and the telecom industry have been deploying fibre for almost the last 20 years, so FTTH might be considered as a new architecture using known tools. However building the last mile fibre network makes a huge difference: new environments, new regulation rules, new business models, in other words new constraints. This explains why, new deployment procedures and new products were developed, and always improved to continue optimizing CAPEX. But now, FTTH deployments being successful, the market can stand back to make still smarter CAPEX investments and right technical choices that will also bring major OPEX savings.	
13:00-14:30	Session 1 <u>Speakers:</u> - Xavier Renard , Product & Marketing Department Manager, Nexans <i>"Introduction to the Workshop"</i> - Luke Sullivan , Product Manager, Dynamic design <i>"Data Requirements for Efficient Service Management"</i> - Xavier Renard , Product & Marketing Department Manager, Nexans <i>"Renewable links in MDU FTTH cabling"</i>
14:30-15:00	Coffee Break
15:00-16:30	Session 2 <u>Speakers:</u> - Géraldine Samier , Business Development Engineer, JDSU <i>"Qualifying MDU FTTH Network: Coping with Network Challenges to Optimize CAPEX and OPEX"</i> - Paul Mayer , Training Manager, CTTS <i>"The Importance of Trained Personnel in Fibre to the Home Delivery"</i> - Xavier Renard , Product & Marketing Department Manager, Nexans <i>"Workshop conclusion"</i>

FTTH Conference 2012

Programme Pre-Conference Workshops

Workshop: The FTTH Market in MENA, Africa, Latin-America: Challenges and Opportunities Organised by: FTTH Council Africa, FTTH Council LATAM Chapter, FTTH Council MENA Room 02	
This workshop discusses the FTTH market situation in MENA, Africa and Latin-America. Those regions have a very dynamic development on the broadband and fibre topic. In this workshop speakers from all three regions will give very detailed and deep insights into the markets, discuss the competitive and regulatory environment, the latest FTTH projects and the FTTH business opportunities in the region. By attending this workshop you get a unique chance to directly talk to experts from those dynamic regions. The workshop is jointly organised by the FTTH Council Middle East & North Africa, FTTH Council Africa and the FTTH Council LATAM Chapter.	
13:00-14:30	Session 1: Market Overview and Status of FTTH Deployment <u>Speakers:</u> - Faris Awartani , Chairman of the Board, FTTH Council MENA <i>"FTTH Panorama in the MENA Region"</i> - Juanita Clark , Managing Director, FTTH Council Africa <i>"Africa Rising – Is the Lion Waking Up?"</i> - Gilberto Guitarte , Chairman, FTTH Council LATAM Chapter <i>"Is Light Really Shining in LATAM?"</i>
14:30-15:00	Coffee Break
15:00-16:30	Session 2: Regulatory Environment <u>Speakers:</u> - Dr. Hosein Badran , Member of the Board, FTTH Council MENA <i>"FTTH Policy and Regulatory Environment in MENA"</i> - Pieter Grootes , General Manager Markets and Competition, Independent Communications Authority South Africa <i>"The Regulatory and Policy Environment"</i> - Gilberto Guitarte , Chairman, FTTH Council LATAM Chapter <i>"Regulatory Environment and National Broadband Plans in LATAM"</i>
16:30-16:45	Coffee Break
16:45-18:00	Session 3: Business Opportunities <u>Speakers:</u> - Christine Beylouni , Director General, FTTH Council MENA <i>"FTTH Opportunities & Investments in the MENA Region"</i> - Richard Came , President, FTTH Council Africa <i>"Business and Investment in Africa – Diversification Opportunities Today"</i> - Gilberto Guitarte , Chairman, FTTH Council LATAM Chapter <i>"Where to Aim Your Lasers At? LATAM, An Opportunity to Grow Internationally"</i>

<p>Workshop: 3rd WDM-PON forum Workshop Organised by: WDM-PON forum (fiberin.com) Room 12</p> <p>The workshop's purpose is to provide an opportunity for the WDM-PON forum community and others to share information and provide market and technology updates. Organized by the WDM-PON forum, the workshop will take place in conjunction with the FTTH Council Europe annual conference. The WDM-PON workshop has attracted an extremely interested audience from leading system and component telecommunication companies.</p>	
13:00-14:30	<p>Session 1: Market Update</p> <p><u>Speakers:</u> -Bernd Hesse, Senior Director Business Development, Ericsson <i>"Welcome and Introduction"</i> -Johan Henæs, CEO, Lambda Networks <i>"WDM PON and Market Dynamics"</i> -Wim Te Niet, Vice President Global Sales & Marketing - Access Networks, LG-Ericsson <i>"WDM-PON as a Valid Access Solution for Today and into the Future"</i> -Curt Badstieber, Research for Next Generation Optical Access, Open Lambda Initiative <i>"Open Lambda Initiative"</i> -Dr. Klaus Grobe, Sr. Principal Engineer, ADVA Optical Networking <i>"Standardization and Research Projects Update"</i></p>
14:30-15:00	Coffee Break
15:00-16:30	<p>Session 2: Architectures & Technologies</p> <p><u>Moderator:</u> Jon Baldry, Technical Marketing Director, Transmode Systems</p> <p><u>Speakers:</u> -Dr. Alexander Niepel, Head of Business Development Optical Networks, Nokia Siemens Networks <i>"Analysis of the Economical Benefits of Spectrum Flexibility and Efficiency of WDM PON Systems"</i> -Magnus Olson, Director Hardware Engineering, Transmode Systems <i>"WDM-PON for Business Applications Enabled by Injection-locked SFPs"</i> -Dr. Stefan Murry, VP Global Sales and Marketing, Applied Optoelectronics <i>"Advances in Fiber Optic Components for WDM-PON"</i> -Dr. Bas Huiszoon, Sales Director Southern-Europe and Latam, Genexis <i>"On Splitter Centralization in WDM-PON to Improve Key Performance Indicators"</i></p>
16:30-16:45	Coffee Break
16:45-18:00	<p>Session 3: Business and Operator View Panel</p> <p><u>Chair:</u> Graham Finnie, Chief Analyst, Heavy Reading</p> <p><u>Panellists:</u> -Matthias Fricke, Network Development and Evolution, Deutsche Telekom -Eng. Jorge Bonifácio, Head of Network Strategy, Portugal Telecom <i>"The WDM-PON Case - View from an Operator"</i> -Johannes Weingart, Director Product Management, euNetworks -Dr. Changsoon Choi, Infrastructure Research Group, NTT DOMOCO Communications Laboratories Europe <i>"Future Mobile Backhaul Network Designs with WDM-PON Technologies"</i> -Neil S. Lachman, Founder & CEO, Angie Communications International <i>"Market Update"</i></p>

Workshop: From FTTH to FiTH: Complementary and Convergent In-Building Networks Organised by: OpTech-Net e.V. Room 03	
<p>Broadband in-building networks are becoming more and more important as new multimedia devices such as internet-based tablet PCs, smartphones, or (super)-HDTV are getting more and more popular. And from the customer's point of view, the elderly society is creating an additional challenge leading to new demands on multimedia and automation networks to pave the way to what is called ambient assisted living (AAL). The convergence of all the needed services to one technology and media is the logical result.</p> <p>Following this concept, the workshop is intended to give an overview on different relevant aspects of such networks. It covers on one hand technical issues starting with the broadband in-building data connection to access networks, the gateway to FTTH, and especially the advantages of the radio over fibre technology there. In this framework, the workshop particularly demonstrates the possibilities of POF-based optical networks based on commercially available components and devices. On the other hand, it addresses ideas and developments concerning future proof systems and broadband technologies using POF-based WDM technologies as well as higher modulation technologies. Additional topics of the workshop are the certification, compatibility and the quality insurance of components and sub-systems, and an overview of current standardisation activities. Moreover, the workshop deals with relevant market and social aspects and finally covers the significance of energy efficient networks, following the trend of CO2 reduction, and the discussion about the security of wireless networks.</p>	
13:00-14:30	Session 1 <u>Speakers:</u> - Dirk Kalinowski , Managing Director, OpTech-Net & Josef Faller , Managing Director, homefibre digital network <i>"Quality and Certification of POF Cable and Components"</i> - Dr. Bas Huiszoon , Sales Director Southern-Europe and Latam, Genexis <i>"Drivers and Considerations of Optical In-home Network Support at FTTH Gateways"</i> - Dr. Andreas Stöhr , Head of Department, Universität Duisburg-Essen <i>"Radio over Fiber Technology in the Access Network"</i> - Ulrich Pint , Division Manager Data Technology, Wilhelm Rutenbeck & Norbert Biener , Fränkische Rohrwerke <i>"IP-Standardisation and Installation for Home Networks"</i>
14:30-15:00	Coffee Break
15:00-16:30	Session 2 <u>Speakers:</u> - Prof. Dr. Ulrich Fischer-Hirchert , Hochschule Harz <i>"POF Based WDM Technologies"</i> - Stéphane Emery , CTO, Innodul <i>"Next Generation: 1Gbit/s POF Transmission"</i> - Josef Faller , Managing Director, homefibre digital network <i>"Energy Efficient Home Networks"</i> - Dr. Wolf-Dieter Oels , CEO, Netzwerktechnikum <i>"Potential Dangers of EM Fields and Their Effect on the Environment"</i>
16:30-16:45	Coffee Break
16:45-18:00	Session 3 <u>Speakers:</u> - Prof. Dr. Dieter Jäger , Universität Duisburg-Essen <i>"The Concept of a Future European POF Association"</i> - Prof. Dr. Olaf Ziemann , Scientific Director, Georg-Simon-Ohm Hochschule Nürnberg <i>"1 Gbit/s POF Standards and Beyond"</i>