

# 2020 VISION

## EXECUTIVE SUMMIT

DECEMBER 6 – 8, 2016 | ROME, ITALY

# DRAFT AGENDA

## TUESDAY | DECEMBER 6, 2016 | WELCOME

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### ALL DAY

#### GUEST ARRIVALS

Shuttles will be provided for all guests on Tuesday from Rome Airport, Fiumicino to The Westin Excelsior.

### 9:00 AM – 5:00 PM

#### WELCOME MESSAGES

Visit the Welcome Massage lounge located in the lobby suite.

### 6:30 PM – 10:00 PM

#### MEET & GREET RECEPTION & WELCOME DINNER

## WEDNESDAY | DECEMBER 7, 2016 | CONFERENCE DAY 1

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### THEME: REDEFINING THE “COMMUNICATIONS SERVICE PROVIDER”

Everything about our industry is changing – the nature of communications service providers, the hardware and software vendors, the ties that bind vendors to CSPs and the relationships between CSPs and their customers.

### 7:30 AM – 8:30 AM

#### BREAKFAST

### 8:40 AM – 9:10 AM

#### EXTREME DISRUPTION: OPENING PRESENTATION

*Stephen Saunders, CEO & Founder, Light Reading*

Why are we in a period of extreme disruption and who will benefit, i.e., survive?

### 9:10 AM – 9:30 AM

#### THE IMPACT OF WEBSCALE: COMPETITION, COLLABORATION & THE CLOUD

*Patrick Donegan, Chief Analyst, Heavy Reading*

Donegan will present the latest research from Light Reading's analyst arm, Heavy Reading.

### 9:30 AM – 9:55 AM

#### MODERATED DISCUSSION

*Patrick Donegan, Chief Analyst, Heavy Reading*

### 9:55 AM – 10:15 AM

#### DATA CENTERS & THE NETWORK: BLURRING THE LINES

*Rosalyn Roseboro, Senior Analyst, Heavy Reading*

Roseboro will present research on the evolution of the data center value chain, which touches on the issue of what role(s) data center operators, public cloud providers and telcos will play; who might encroach on whose business; who will partner and who will compete for enterprise services, among other things.

### 10:15 AM – 10:40 AM

#### MODERATED DISCUSSION

*Rosalyn Roseboro, Senior Analyst, Heavy Reading*

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## WEDNESDAY | DECEMBER 7, 2015 | CONFERENCE DAY 1

10:40 AM – 11:00 AM	BREAK
11:00 AM – 11:20 AM	SPONSORED KEYNOTE PRESENTATION
11:20 AM – 11:40 PM	DISRUPTOR KEYNOTE PRESENTATION
11:40 AM – 12:30 PM	<b>PANEL DISCUSSION: HOW MUST TODAY’S CSPs EVOLVE?</b> <i>Carol Wilson, Editor-at-Large, Light Reading</i> Not everyone survives in times of turmoil. This panel will look at how today's network operators/CSPs must change and what barriers exist to that change. <b>Panelists:</b> 3 invited service providers, 2 vendor sponsors
12:30 PM – 12:45 PM	<b>MODERATED DISCUSSION</b> <i>Carol Wilson, Editor-at-Large, Light Reading</i>
12:45 PM – 1:05 PM	SPONSORED KEYNOTE PRESENTATION
1:05 PM – 2:30 PM	NETWORKING LUNCH
2:30 PM – 3:00 PM	<b>WHEN SOFTWARE'S EATING THE WORLD, WHO GETS FATTER?</b> <i>Jim Hodges, Senior Analyst, Heavy Reading</i> Some large CSPs are doing more of their own internal software development; others are outsourcing more to cloud-based solutions. During this presentation, Hodges will cover how vendors and operators are co-developing and open source groups are promising to speed general software development while meeting carrier-grade standards. He will also discuss how vendors are under pressure to operate differently and how their business models are in flux.
3:00 PM – 3:15 PM	<b>MODERATED DISCUSSION</b> <i>Jim Hodges, Senior Analyst, Heavy Reading &amp; Carol Wilson, Editor-at-Large, Light Reading</i>
3:15 PM – 3:35 PM	SPONSORED KEYNOTE PRESENTATION
3:35 PM – 4:00 PM	<b>VIRTUALIZATION INDEX RESULTS PRESENTATION</b> <b>Panelists:</b> Future of Virtualization Sponsors
4:00 PM – 4:45 PM	<b>MODERATED DISCUSSION &amp; DAILY WRAP-UPS</b> <i>Carol Wilson, Editor-at-Large, Light Reading</i>
5:00 PM – 7:00 PM	FREE TIME
7:15 PM	TRANSPORT TO DINNER – MEET IN HOTEL LOBBY
8:00 PM	DINNER



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## THURSDAY | DECEMBER 8, 2016 | CONFERENCE DAY 2

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**THEME: THE TECHNOLOGY BEHIND THE DISRUPTION – A SERIES OF TECHNICAL PRESENTATIONS**

**7:30 AM – 9:00 AM**      **BREAKFAST**

**9:00 AM – 9:10 AM**      **OPENING REMARKS**

*Carol Wilson, Editor-at-Large, Light Reading*

A look back at what was discussed the day before with highlights on points of contention.

**9:10 AM – 9:35 AM**      **5G DISRUPTION GETS REAL – OR NOT?**

*Gabriel Brown, Senior Analyst, Heavy Reading*

As 5G enters into the development and implementation phase, the hard work begins to determine how this technology best serves the market and how – or whether – its disruptive potential is put to full use. This presentation dives into how this can happen and which players – including some nontraditional ones – are positioned to capitalize on 5G, as well as the impact this technology could have on future network architectures and business models.

**9:35 AM – 9:55 AM**      **MODERATED DISCUSSION**

*Gabriel Brown, Senior Analyst, Heavy Reading*

**9:55 AM – 10:15 AM**      **IOT & THE VIRTUAL EDGE**

*Steve Bell, Senior Analyst, Heavy Reading*

Delivering the low latency that IoT applications demand will require a very different network than exists today, particularly at the edge. Virtual CPE and SD-WANs will both play a disruptive role in the development of virtual edge IoT solutions, but what the industry is building toward is Fog Networking, a decentralized and distributed computing infrastructure that will support the requirements for edge analytics and security as service providers and enterprises blend capillary networks of billions of devices into cloud-based systems and networks. To monetize all of that, SPs will need to have a holistic IoT/big data strategy, which may capitalize on technology such as Blockchain, the distributed database and ledger underlying Bitcoin.

**10:15 AM – 10:35 AM**      **MODERATED DISCUSSION**

*Steve Bell, Senior Analyst, Heavy Reading*

**10:35 AM – 10:55 AM**      **SPONSORED KEYNOTE PRESENTATION**

**10:55 AM – 11:15 AM**      **BREAK**

**11:15 AM – 11:35 AM**      **THE VIDEO STREAMING EXPLOSION & SHAKE UP**

*Adi Kishore, Practice Leader, Video Transformation, Telco Transformation*

The explosion of streaming video is shaking up pay-TV business models, driving up bandwidth requirements, creating new piracy threats and generally creating new challenges for content networks and content monetization. The landscape seems to be constantly shifting as network operators move from paying for and bundling content to creating their own online services to partnering with existing OTT players or buying content and digital advertising platforms. This presentation will focus on the future of video content and the disruptive role it continues to play.

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## THURSDAY | DECEMBER 8, 2016 | CONFERENCE DAY 2

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### 11:35 AM – 11:50 AM      MODERATED DISCUSSION

*Adi Kishore, Practice Leader, Video Transformation, Telco Transformation & Carol Wilson, Editor-at-Large, Light Reading*

### 11:50 AM – 12:40 PM      PANEL DISCUSSION: PREPARING FOR BILLIONS OF WIRELESS CONNECTIONS

*Carol Wilson, Editor-at-Large, Light Reading*

The combination of 5G technology and IoT is creating an explosion of connected devices at the edge of the network, remaking the broadband access landscape. This has major implications for bandwidth consumption, monetization models, network reliability and security, and virtually every aspect of network operations. This panel will look at how network operators – wireless and wireline – are preparing today to support this hyper-connected future, the challenges they are already addressing and the issues they haven't yet solved.

**Panelists:** 3 invited service providers, 2 vendor sponsors

### 12:40 PM – 1:00 PM      MODERATED DISCUSSION, FINAL THOUGHTS & CONTENT WRAP-UP

*Carol Wilson, Editor-at-Large, Light Reading*

### 1:00 PM – 6:00 PM      LUNCH & EXCURSIONS

#### ♣ WINE TASTING ♣

Indulge in some of Italy's finest wines in this wine tasting course. Compare and contrast these local Italian wines and find a new favorite!

#### ♣ COLOSSEUM TOUR ♣

Explore one of Italy's most ancient monuments and see where the gladiators used to battle it out.

#### ♣ ROME CITY TOUR ♣

Tour some of Rome's most popular attractions. This tour includes stops at the Pantheon, the Spanish Steps and the Trevi Fountain.

#### ♣ COOKING CLASS ♣

Perfect your Italian cooking skills in this hands-on cooking experience. Learn more about Italian cuisine and enjoy it too!

#### ♣ SPA ♣

Relax and unwind with a specialized spa treatment. Restore your energy and relieve all of your stress before heading home.