



# NetEvents

An Introduction to

## NetEvents Service Provider VIP Summits

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# NetEvents Service Provider VIP Summits

THE meeting place for technology leaders

- **APAC Service Provider VIP Summit**  
Hong Kong, April 25th - 26th, 2012
- **Americas Press & SP Summit**  
Miami - June 13th - 14th 2012
- **EMEA VIP Service Provider Summit**  
Portugal, September 27th – 28th, 2012
- **MEA Press & SP Summit**  
Dubai - Dec 5th - 6th 2012

# Features & Benefits

- An ideal environment to share quality time and forge lasting links with senior execs from top Service Providers and Telecoms Analysts
- Meet 20+ Service Providers at NetEvents
- Participate in a series of 12 x 30 minute scheduled briefings over two days
- Speaker opportunities in conference sessions
- Sponsor additional activities at the summit to raise your company's profile
- Time allocated for informal follow-up and "networking" with delegates including SP's, Analysts and Telecoms Professionals
- Opportunities to present case studies and participate in event broadcasts

# Event Overview



Participate in Round-table debates



Individual Briefing Sessions  
with Service Providers

# Event Format

- Prime Focus :
  - A series of 12 scheduled briefings with senior execs from SP's over 2 days
  - Time allocated to meet informally with additional delegates
- Service Provider VIP Conference Summit includes:
  - Participation in "round-table" debates
  - Speaker presentation opportunities
  - Meet with leading industry analysts
- Open meeting sessions & hospitality

# Event Format cont...

- Opportunities for Case Study Presentations

Audience:

- Service Provider executives
- Telecoms Analysts
- Technology Press



# Service Provider Testimonials



NetEvents

Service Provider  
VIP Summit

# Service Provider Testimonials



*"This is a great opportunity for Service Providers to meet the analysts, vendors and fellow telecom operators and service providers."*

Anuar Nordin, GM Technical Strategy, Telekom Malaysia Berhad



*"It's been great... a lot of common issues particularly with the other service providers and carriers going through their NGN transformations... It's been really useful."*

Greg Callaghan, Director - Emerging Network Technology & Architecture, Chief Technology Office, Telstra

*"Well it's wonderful, I've had a lot of opportunities to meet with many people here from other Service Providers, vendors and the analyst community plus some organisations like the MEF and Ethernet Alliance, so I think is a great opportunity to meet so many people from so many areas at the same time and in just 2 days.*

*It's a very efficient event."*



Edward Lam, Vice President, PCCW Ltd.

# Service Provider Testimonials



*This is the first time I have taken part in the Service Provider Summit . It is my first opportunity to talk with so many other carriers from all over the world. .... I can change my ideas about network development and technology development. It is useful for me and also my company.*

Wang Qian - Division Director, China Telecom



*This event organised by NetEvents is great. It's wonderful to gather so many experts from service providers, analysts and vendors together in one room for two days in a very beautiful cordial setting. ...I am able to share my own experience and opinions and gather experience and opinions in very effective brainstorming.*

Minsky Luo - Sr. Vice President, Chunghwa Telecom

# Service Provider Testimonials



*"I think it's a unique opportunity for Service Providers, vendors and analysts to get together and discuss latest trends and industry issues and you really don't actually have many opportunities for this. You're normally all out competing against each other in the market place, focussing inwardly on your product development and your engineering and operations issues and your customer issues, so this is quite unique... There's no other forum which actually combines those kinds of players in a pretty informal and relaxed atmosphere where you can talk frankly and openly about your plans for the future."*

Richard Knott, Vice President Enterprise Sales & Managed Services –  
Global Enterprise Solutions, Tata Communications



*"I'm very impressed with NetEvents, it is the first time I've attended – you did an excellent job managing the event. The individual meeting sessions and main conference sessions were very helpful in understanding how other carriers are upgrading their networks and transforming their businesses. Excellent event."*

Pak Syakieb, Regional Sales Director, IndoSat



# Client Testimonials

*This is my fifth year at NetEvents. I have been attending both Service Provider as well as the Press / Analyst portion of the conference. What's important to me is being able to have a platform to communicate to many companies in many countries in both EMEA and Asia Pacific, both areas are very important to my customer base.... I can reach out to people in two days that I would not be able to do in several weeks.*



**Mehmet Balos - Executive Vice President, GENBAND Inc**

*Because we are a very young company it is our good opportunity to join this event to publicise and get to know the press, vendors and other service providers and share our experience. I would like to come again....*



**Kranphol Asawasuwana – Managing Director, Symphony**

# Client Testimonials

*The thing that I appreciated about the event is that it allowed me to gain insights on the Service Provider part of the business, to meet the people from that side of the business that I rarely get to do.*

*We attend a lot of conferences but we pretty much deal with mobile operators and mobile content providers, people within our industry. This time around I am getting to meet people, network with people from the other side so it has given me a huge opportunity to learn about the Telcom business in general, the whole spectrum of it.*



**Luanne Erni - Marketing & PR Director, iPop**

*As a Telco and Service Provider I find the NetEvents Asia Pacific VIP Summit a unique opportunity to meet with other Telcos and other vendors from around the world. To see where they are heading enables me to make decisions about the future of our network and what we need to provide to our customers. I don't think there is another Summit like this in the world and I think it's a great event.*



**John Stevens - Director, Customer Solutions and Operations, Uecomm**



# Summary of costs

- NetEvents Service Provider VIP Summits:
  - Option A: \$19,950 (USD) first delegate fee to attend the entire event with 12 x scheduled press briefings
  - Option B: \$13,950 (USD) first delegate fee to attend half the event with 6 x scheduled press briefings
  - Option C: \$29,950 (USD) Two delegates to attend the entire event with 20 x scheduled SP briefings
  - \$5,450 each additional delegate

*Cost for technical translations, interpreters and additional sponsorship opportunities available upon request*

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# NetEvents International Service Provider Summits

*Don't just take our word for it  
– ask to speak to our customers*

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Thank You !

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