The only executive wholesale meeting uniting Central and Eastern Europe with the international telecoms marketplace

Expanded focus on Eastern Europe and the Baltics: Meet representatives from Central and Eastern Europe under one roof

Exceptional new line-up of industry speakers

Keynote Speaker:

- Bogdan Dombrowski
  Under-Secretary of State
  Ministry of Administration and Digitization of Poland

- Zdenek Sivek
  Chairman
  DIAL TELECOM

- Bruno Duthoit
  CEO
  ORANGE POLSKA

- Sueleyman Karaman
  Managing Director
  EUNETWORKS

- Renzo Ravaglia
  EVP, Service Provider
  INTEROUTE

Register by 17 April and save €100

www.capacityconferences.com/Capacity-CE
Welcome to Poland

After extensive industry research, overwhelming feedback has indicated that the market is ready for Capacity Central Europe to evolve and broaden its scope in order to capture the Eastern European region.

**Capacity Conferences** is therefore proud to announce that Capacity Central and Eastern Europe will take place in Warsaw on **10 & 11 June 2015**.

With more than 38 million citizens and continuously steady economic growth over the past 6 years, Poland has become a favourable region for investment, as many look towards the country for the next growth opportunity. The telecoms industry is thriving in this market and is quickly becoming one of the best-served telecommunications platforms in Eastern Europe.

The move to Warsaw will enable us to grow the event, creating a bigger and better industry leading meeting hub for the thriving communities of Central and Eastern Europe.

**WHY ATTEND?**

- **Expanded geographical reach**: brand new location in Poland, tapping into the thriving telecoms hub of Central and Eastern Europe
- **First class market insights**: highlighting the latest telecoms trends and how these are affecting the regional wholesale market
- **Representation from the whole industry**: new companies and increased attendance from the wider telecoms ecosystem. Meet representatives from carriers, regulators, government officials, data centres, investors, content providers, vendors and more...
- **Dedicated networking time**: take advantage of more than 10 hours of networking time allocated around the conference sessions...

**MeetMe** allows you to:

- Search the delegate list and contact attendees
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- Arrange meetings with individual or multiple delegates
- Plan your full event schedule including the conference agenda

To register, visit: **www.capacityconferences.com/Capacity-CE**
Central and Eastern Europe 2015

Who will you meet?

- 250+ Senior-Level Executives
- 30+ Countries Represented
- 40% Director-Level or Above

Who attended in 2014?

- A1 TELEKOM AUSTRIA
- AKTON
- ALBANIAN SATELLITE COMMUNICATIONS
- AMS-IX
- ATM
- ATM’S TELEFON-UND MARKETING SERVICES
- AZERTELECOM
- BALTCOM FIBER
- BICS
- BT
- GTS
- BUYCARRIERSERVICES
- CHINA MOBILE INTERNATIONAL
- CHINA TELECOM GLOBAL
- CIENA
- CLOUDKLEYER FRANKFURT
- CPH TELECOM
- DIAL TELECOM
- DIALOGA GROUP
- ENERGOTEL
- EQUINIX
- E-SHELTER FACILITY SERVICES
- EUNETWORKS
- EXTEL
- FIBERRING
- FORTH-NET
- GASLINE
- GTS CENTRAL EUROPE
- GTS SLOVAKIA
- HAWE TELEKOM
- HIBERNIA NETWORKS
- HUTCHISON GLOBAL COMMUNICATIONS
- IBASIS
- IMPACT TELECOM
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- TELJASONERA INTERNATIONAL CARRIER
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- TELX
- TI TELECOM
- TOP CONNECT
- TTK
- TÜRK TELEKOM INTERNATIONAL
- UPM TELECOM
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- VERIZON
- VIRGIN CONNECT
- YMI TELECOM
- WIGO

Call: +44 (0)20 7779 7227 or email: conferences@capacitymedia.com
DAY ONE: WEDNESDAY 10 JUNE 2015

8:30am  Registration and networking breakfast

9:30am  OPENING KEYNOTE ADDRESS
Bogdan Dombrowski
Under-Secretary of State
MINISTRY OF ADMINISTRATION AND DIGITIZATION OF POLAND

9:40am  KEYNOTE ADDRESS
Bruno Duthoit
CEO
ORANGE POLSKA

9:50am  KEYNOTE ADDRESS
Zdenek Sivek
Chairman
DIAL TELECOM

10:00am PANEL DISCUSSION: INSIGHTS INTO THE POLISH TELECOMS WHOLESALE MARKET
Leading executives from Poland’s thriving telecoms sector come together to outline key developments on the Polish market, highlighting opportunities, challenges and future growth prospects. Find out how your business can tap into the thriving Polish telecoms sector.

• Spotlight on Poland: covering key aspects of Poland’s evolving telecoms market
• - understanding the Polish telecoms landscape by assessing the major players and their market shares in the region
• - what content is driving traffic onto the networks in the Polish market?
• - Poland in a regional and international context:

Jaroslaw Starczewski
Executive Director in charge of Carriers Market
ORANGE POLSKA

Senior executives from NETIA and EXATEL confirmed. For an updated speaker line up, please visit www.capacityconferences.com/Capacity-CE

10:45am  Morning networking coffee break

11:30am THE INTELLIGENT PIPE: ANALYSING REVENUE GROWTH PROSPECTS FOR THE REGIONAL WHOLESALE MARKET BASED ON 3 GLOBAL TELECOM TRENDS
Find out what upcoming trends are set to drive growth and improve carriers’ wholesale traffic and margins. Through focussed roundtables, led by regional industry experts, this session will invite the audience to debate and unlock the future growth prospects across various verticals.

Moderator: John Gole, Research Director, Telecoms, Mobile and IoT, IDC

To register, visit: www.capacityconferences.com/Capacity-CE
THE CENTRAL AND EASTERN OTT FRONTIER: CONTENT AND OTT SERVICES IN CEE - WHERE IS THE REAL RETURN ON INVESTMENT?

With favourable regulatory and investment frameworks, the CEE region is expecting a significant broadband growth and local content is predicted to boost OTT video consumption. This will subsequently drive a significant amount of traffic onto the carrier networks. How are regional wholesale carriers preparing for the predicted OTT surge in 2015 and beyond and how will they monetise this growth?

- An overview of key trends and developments in the biggest OTT markets in Central and Eastern Europe
- who are the major OTT market players: local vs. international content
- How are regional carriers collaborating with the OTT providers?
- Redefining content-carrier-CDN relationships
- creating multiple mutually-beneficial channels through well-defined roles
- how to leverage on OTT traffic termination through a third party CDN provider: is this a promising revenue opportunity?
- Can a network sharing model be a solution to the OTT challenge?
- The growth of local content:
- what type of content is popular and in which markets?
- assessing VoIP and mobile video uptake in the region
- the Netflix effect: is a CEE expansion a viable option for the giant?

Ivan Shestakov
Global Marketing Director
MEGOGO

Maciej Maciejkowski
Member of the Management Board
TVN

1:00pm Lunch and networking opportunity

Sponsored by

Dial Telecom

2:00pm Networking exchange

The Networking Exchange will facilitate 1-on-1 introductions between carriers, service providers, OTTs, cable companies and more!

3:00pm Afternoon coffee break and extended networking

5:30pm Drinks reception

Sponsored by

DAY TWO: THURSDAY 11 JUNE 2015

9:40am OPENING REMARKS

9:45am INTERVIEW: DARK FIBRE ROLL-OUT: SHINING A NEW LIGHT IN CEE

As wholesale service providers increasingly add dark fibre to their 'service diet', find out how dark fiber is disrupting telcos and cable companies and what value it brings to the overall telecoms market.

Moderator:

Sietse Lettinga
Director, International Sales
AZERTELECOM

Tomáš Strašák
Sales Director
DIAL TELECOM

Sueleyman Karaman
Managing Director
EUNETWORKS

Przemysław Gagala
International Sales Director
HAWE TELEKOM

Renzo Ravaglia
EVP, Service Provider
INTEROUTE

10:45am Morning networking coffee break

11:45am NETWORKING EXCHANGE & MARKET OVERVIEW: MEET THE BALTIC TELECOMS COMMUNITY

The Networking Exchange will enable you to meet with service providers from the Baltic telecom market. Find out which companies are operating in the region and what commercial opportunities are available.

12:30pm Lunch and networking opportunity

2:00pm End of Capacity Central and Eastern Europe 2015

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Floorplan:

Sponsorship and branding opportunities

**SPONSOR:**
For maximum exposure at Capacity Central and Eastern Europe, join our line-up of sponsors and position your company in the regional telecoms markets with significant branding and networking opportunities.

**HOST A NETWORKING FUNCTION:**
For significant branding and networking opportunities, a hosted networking function is your opportunity to grow your company’s profile in the market.

**EXHIBIT:**
Provide your company with the opportunity to demonstrate and display products and services and generate new sales and business development opportunities with an exhibition stand.

**HAVE A DEDICATED MEETING SPACE:**
Meeting tables provide a dedicated space for important face-to-face meetings with new contacts and existing partner.

Would you like to know more?
To discuss a tailored solution, please contact Chris Woodward on +44 (0) 20 7779 7276 or email chris.woodward@capacitymedia.com

To register, visit: www.capacityconferences.com/Capacity-CE
About the sponsors:

**Gold sponsors:**

**Dial Telecom (DT)** is the largest neutral dark fiber and capacity provider in the region connecting Germany, Austria, Czech Republic, Poland, Slovakia, Hungary and Ukraine having the lowest latencies between Frankfurt and major Central European hubs such as Prague, Vienna, Brno, Bratislava, Krakow (connecting Warsaw and Ukraine). The network is mostly laid down along gas pipes providing the most secure and reliable connections with capacities up to 100 Gbps incl. AliaN Waves. DT owns extensive MAN networks in Czech Republic and became local tails partner in the Czech and Slovak Republic.

For more information, please visit [www.dialtelecom.cz](http://www.dialtelecom.cz)

**Orange Polska** is one of the largest telecommunication carriers in Poland and CEE region. In 2000, the company became a member of international Orange Group which allows to operate according to Orange standards, participate in international projects and cooperate with the top carriers in the world. Orange Polska operates the largest, country wide network providing comprehensive portfolio of voice, roaming and data services not only in Poland but worldwide. Company's mission is to follow customers' needs, provide customized services and remain the leader in the national telecommunication market.

For more information, please visit [www.hurt-orange.pl](http://www.hurt-orange.pl)

**Silver sponsor:**

**Exatel** is one of the biggest alternative telecom operators in Poland and significant player in the region, providing solutions for carriers (both voice and data) as well as enterprises and public sector. Exatel manages extensive fiber network of 20k km length. Voice carrier services include A-Z global voice transit, quality termination, tailored/private routing schemes in both TDM and VoIP technology. As for data services for carriers Exatel offers East-West data transit including low latency, Ethernet and SDH access in Poland and connections via crossborder NNIs (DE,CZ,RU,UA,BY,LT).

For more information, please visit: [www.exatel.pl](http://www.exatel.pl)

**Other sponsors and exhibitors:**

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**Research partner:**

**TeleGeography** is a telecommunications market research and consulting firm. We conduct in-depth research, compile large data sets, and present this information clearly in online reports and databases. Since 1989, our data have provided guidance to thousands of clients, including service providers, equipment makers, investors, and governments.

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Capacity Conferences holds a series of events around the globe, connecting regional carrier communities. Focused on the business of wholesale telecommunications, these unique events provide extensive networking opportunities, enabling you to meet the decision-makers from local, regional and international carriers and service providers. High quality, extensively researched programmes ensure that you have access to compelling content that will benefit your business. With a reputation for excellence, Capacity Conferences provide the optimum forum for you to make new business connections and identify new business growth opportunities.

We are delighted to sponsor Capacity Central and Eastern Europe which will be hosted for the first time in Poland. We want customers to identify ORANGE not only as a company open to innovation, but also as a firm getting engaged in important market events. Capacity Central and Eastern Europe, organised in Warsaw and supported by ORANGE POLSKA, is one of such meetings. The conference will be an excellent opportunity to exchange experiences and expand knowledge in an international group of professionals. ORANGE POLSKA (Gold sponsor)

**Venue Information**

InterContinental Warsaw
49 Emilii Plater St.
00-125 Warsaw
Poland

Tel: +48 22 328 88 88
Web: www.warsaw.intercontinental.com

**Global Carrier Awards**

Congratulations to Türk Telecom International for winning Best Eastern European Wholesale Carrier at the Global Carrier Awards 2014. For more information on the Global Carrier Awards visit: www.capacitymagazine.com/Global-Carrier-Awards or email: awards@capacitymedia.com.