

**Eric Handa  
Co-Founder & CEO  
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**Q. What has been the impact of OTTs deploying/backing their own submarine cables?**

APTecom believes we will see the development of regional interconnectivity requirements as a consequence of the roll out of IoT and the inevitable applications that this will require. New systems such as Deep Blue Cable in the CALA region will be able to meet this requirement. Many OTTs struggle to justify the investment in the CALA region with the exception of Brazil due to the lack of population versus other larger BRICS or ASEAN or EU markets. OTTs may purchase leases or smaller increments verse different routes and larger ICT wallet spends in other references markets.

**Q. What are your predictions for the Americas' submarine cable market in 10 years?**

Predictions for the Americas submarine cable market is really a needed story of “rip and replace” for the West Coast - PanAm and SAM need to be desperately replaced due to its age and unable to support IRU's any longer and being not commercially viable to operate from an OPEX stand-point. The East Coast for Brazil needs time to use the recent cables deployed between the USA and Brazil and as such domestic networks terrestrially in Brazil must improve for this to happen. International wet segment capacity is not the challenge for a large market like Brazil any more as it was only 3 years ago.

**Q. Why did you choose to speak at Subsea Connect Americas?**

Why APTecom choose to speak at Subsea Connect Americas is the venue in Florida, time of year, and need for an event focusing on subsea for the Americas is lacking and Capacity Media is well respected and taking a leadership role to plan and host this type of event.

*Eric Handa will be speaking at **Subsea Connect Americas 2017**. For more information and to register your passes, please [click here](#).*