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**Q. With so many new and diverse subsea cable routes emerging, which do you feel will have the greatest impact on the submarine cable market?**

- Locally, because of the amount of investments involved in building a submarine cable, the business cases are usually very well studied. This means that in most of the cases submarine cables have a huge impact on the markets they are serving. They have always brought at least one of the following advantages to those markets: improved connectivity and bandwidth, cost reduction or additional diversity.
- But if we look at this from a global impact on the submarine cable industry, I believe it would be logical to separate this impact into 3 categories:
  - Cables which have recently been ready for service: I have the feeling that the biggest impact is going to be AAE-1 because of the fact that there are at least 10 new operators investing directly for the first time in a cable going to Europe. The last time we have seen this was in 1999 for SMW3. In addition to that AAE-1 full 5 Fiber Pairs are landing in an open datacentre in Marseille and this is also a Premiere.
  - Submarine Cable projects which should be ready for service in the coming 3 years: The highest impact should be mainly coming from the new initiatives on both sides of Africa. The current initiatives will converge into open systems allowing indirectly a quicker development of the telecommunication markets in Africa. My hope is that this will also be coupled with some terrestrial backbone projects allowing everyone to be connected.
  - Submarine Cable projects which should be ready for service in the coming 5 years: What should change the submarine market landscape is finding an alternative route to the Egypt crossing. Egypt is becoming a bottle neck and there is a need to find a reliable and cost efficient alternative route to it.

**Q. How do you expect the industry to change over the next 12-24 months in relation to new technological developments, new market players and the way we approach our ever-increasing capacity demands?**

Technologically, I believe the introduction of the ROADMWSS will have an interesting impacts on adding more flexibility to the challenges of forecasting the capacity and executing restoration during critical outages. It will add a lot of challenges to the technical design as well as to the commercial discussions/negotiations between the partners or the investors on the submarine cables.

The increasing presence of the OTTs as direct investors in the submarine cable network is also playing a role in changing the landscape of the market. We should be seeing more and more openness of the cables, reduced costs of investments, quicker implementation times and more efficient usage of the bandwidth offered by the technology which is used.

In addition to that and because of the above 2 points, we should be seeing more and more “highways”. We have seen this in Transpacific and Transatlantic and it started in the LATAM region and we will probably start seeing this between Asia and Europe.



**Q. What do you feel the global subsea cable market will gain from attending Subsea Connect 2017?**

The submarine cable market is moving very fast and faster than usual mainly due to the OTT increasing bandwidth needs, their policies of building short term forecasts as well as the high competition present currently between the operators. This is why being able to meet as often as possible with other peers, investors or suppliers who are working on the current submarine cable projects is becoming extremely important. In addition to that, Marseille is becoming a new open hub for submarine cables and it is the best place to promote the openness of the submarine cables.

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