

**Mike Cunningham
CEO
CROSSLAKE FIBRE**

Q. What has been the impact of OTTs deploying/backing their own submarine cables?

The OTTs deploying or backing their own cables has had a dramatic impact on the industry with the number of new cables being the most significant impact. There are a number of new cables in service or in development that would either not exist or would have had a much longer development schedule if it weren't for the OTTs backing them. The systems that the OTTs have backed are also largely primary transoceanic routes where price deflation has been significant. These routes are much more difficult for carriers to develop given market pricing for lit capacity. The impact of new capacity on these transoceanic routes further accelerates price deflation in markets where international bandwidth growth outside of the OTTs is much less than that of the OTTs and will make non-OTT cable development impossible in the short/medium term.

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

There have been a number of new cables developed or announced in the past few years on many of the primary routes – TransAtlantic/TransPacific and North-South America. I think there are a few more cables to come and then development will largely be limited to smaller infill systems. As we close in on a decade from now however I think many of the cables built around the turn of the century will be nearing end of life as they approach 30 years old and the cycle will begin again.

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

It's a very focused conference and unique to North America which is especially relevant to Crosslake Fibre. With many industry leaders in attendance it is a great opportunity to participate.

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