



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

We are seeing an impact as the OTT's intensify their participation in subsea system development and new network deployment and this has, and will continue, to change our market dynamics.

On a broader perspective, C&W Networks position, as part of a Liberty Global company, (LiLAC Group), is that in Europe on OTT we allow our customers to have unrestricted access to OTT content and the Company is opposed to throttling and blocking of OTT such as Skype and WhatsApp. Liberty Global has also incorporated some OTT providers such as Netflix in the CPE to make it more convenient for the customer.

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

We predict a very bright future for the Americas region submarine cable sector. We believe bandwidth demand for subsea connectivity will continue unabated in the Americas region in the range of 30-50% growth per year. Also, we believe that with the existing subsea systems, a mix of legacy consortium cables and newer with very high capacity private and club systems such as: C&W Networks CFX-1, Fibralink, PCCS, ECLINK, along with Globenet's extension, American Movil's extensive multi-country AMX-1 new system, Level 3 Colombia link, and other new subsea systems soon coming on stream (Telxius-Brusa, Seaborn, etc.) there will be plenty of network capacity to serve this ongoing subsea capacity demand for the foreseeable future.

In our case, C&W Networks has some ~50,000 km of subsea ringed fiber network connecting >40 countries in the Americas region. Notwithstanding the continued demand for capacity, today we are only utilizing less than 10% of our ultimate network design carrying capacity, which obviously demonstrates we have a huge onward capacity carrying capability to serve the region for the future. Moreover, our key subsea networks are a blend of relatively new repeatered subsea networks when combined with our ARCOS un-repeatered 22 segment 12 pair high capacity subsea system, which we currently only have lit 3 of the 12 pairs, we clearly have plenty of headroom to meet future international broadband capacity demand. Also, continued advancement in optronics in terms of wavelength technology/tighter spacing continues to enable greater bandwidth throughput capability of legacy systems thus extending their useful life, along with ever improving monitoring and maintenance practices. For example, we believe the useful life of certain well maintained existing systems, such as ARCOS and others, will change from 25 years to 35 years.

Lastly, we do expect in the coming years there will be a new system or two becoming a reality on the Pacific Coast of South America following the trend on the Atlantic Coast of S.A. that has several new systems in operation or in construction (Seaborn, AMX-1, Brusa, Monet).

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

I am honored to have been invited to speak on a panel discussion and very excited to attend and connect with our customers and partners. Also, it's my strong sense of duty to our submarine cable community to actively participate and contribute to these events by sharing

my personal experience and perspective. Moreover, given C&W Networks operates one of the largest and most critical subsea backbones in the region, our organization plays a pivotal role in the success and ongoing advancement of the subsea industry and importantly, delivering reliable and scalable bandwidth growth to consumers and businesses across the region.

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