KEYNOTE SESSION

Opening by Chairman
Graham Strange, Vice President Market Development, Nortel, USA

Regulatory Trends Affecting Utility Telecommunications Opportunities
(General Background Paper)
Peter Scott, Head of Sector, Telecom Regulatory Unit, DG XII, Belgium

The Potential of Commercial Telcoms Business
David Healey, Spectrum Strategy Consultant, UK

Managing the Transition from Utility Company to Telecom Operator
Ad Ketelaars, Chief Executive Officer, ENERTEL, The Netherlands

Telecommunications Diversifications: How and Why? - Point of View Energis
Alan Short, Interconnect Manager, Energis, UK

Aliatel - New Telecom Operator in the Czech Republic
Petr Stajner, Senior Manager Strategic Marketing and Product Management, co-author Petr Kroupa Aliatel, Czech Republic
Frits Bosch, Director Global Accounts and New Operators, Lucent Technologies, The Netherlands

Energy and Telecommunications in Poland
Jan Piotrowski, Director, TEL-ENERGO, Poland

ENEL Initiative in the Italian Telecommunications Market
Tommaso Pompei, Executive Vice President, ENEL’s Telecommunications Division, Italy

SESSION 1A: WHERE IS THE TELECOM MARKET FOR THE POWER UTILITY?

Chairman: Don Eungblut, Managing Consultant, PA Consulting, UK

Network Trends in Europe
Kevin Savage, Sales & Marketing Director, The Yankee Group, UK

High Capacity SDH Networks for New Operators - the Energis Experience
Mohammed Panjwani, Energis, UK
Expanded Classical Entry Strategy under Highly Unusual Circumstances: ..........119

Is There a Future For Power Utilities in Hungarian Telecom Markets?
Ferenc Kiss, Consultant, de Fontenay, Savin & Kiss, USA

Where Is The Telecom Market For The Power Utility - The US Perspective.........145
Charles (Mike) Meehan, Executive Director, UTC the Telecommunications Association, USA

Illustrations from Scandinavia............................................................................N/A
Olav Harald Nordgard, Managing Director, EniTel, Norway

Entering the Market: Telecommunication Outsourcing by a Utility.....................171
Ulrich Mayr, Managing Director, BayernWerk Netkom GmbH, Germany

SESSION 2A: WHAT IS THE BENEFIT TO MY CORE BUSINESS?

Chairman Reinhard Ilgner, Head of Staff Division Telecommunications, RWE, Germany

The Telecommunications Network of an Electric Utility: An Opportunity for Alternative Carriers.................................................................193
Gerhard Schumacher, Accountant General, RWE Telliance, Germany

Risks & Conflicts of Interest.............................................................................213
Phill Brown, Consultant, Yorkshire Electricity, UK

Creating Second Operator Shareholder Value..................................................223
Tony Worthington, Director, co-author A. van Leeuwen ABN AMRO Hoare Govett, UK

From Private to Public Network Management: Bridging the Gap.......................247
Mark Cartwright, Principal, Smith System Engineering Ltd, UK

The Leveraged Customer Base.........................................................................255
James Close, Consultant, PA Consulting, UK

SESSION 3A: HOW DO I SUCCEED?

Chairman: Eduardo Olier, General Manager Telecom, Iberdrola, Spain

Utility as a New Player in the Telecommunications market..............................277
Rauno Koskinen, MSC Engineer, Nokia Telecomms, Finland

Strategy of Newly Born Operator o.tel.o..............................................................N/A
Cathy Dobson, Head Business Development Service, o.tel.o, Germany

Biographical information panellists.................................................................291-296
Dwayne Taylor, Consultant, PA Consulting, UK
Steve Harbour, Pirelli, Italy
SESSION 1B: CONDITIONS FOR IMPLEMENTATION

Chairman: A.F.J. Weevers, Director, Intercai, The Netherlands

Open Network Provision - Regulations for New Infrastructures
Jos Huigen, Head Interconnection Bureau OPTA (Independent Post and Telecommunications Authority), The Netherlands

Rapid Implementation of Operational Customer Care and Billing Systems
Jonathan Hart, Senior Consultant, International Consulting Services, UK

Integration of Intelligent Network Technology with Existing Networks
Stephen Woods, General Manager, Technology Control Services, UK

Telecommunications: Supply Contracts Need to Change in a Competitive Market
D.W. Bartell, Author 'Global Telecommunications Contracts', UK

Do Wireless Solutions Have Potential in the Broadband Market?
Kate Hewett, Consultant, Ovum Ltd, UK

SESSION 2B: INFRASTRUCTURE

Chairman: Willem Strabbing, Marketing and Project Manager KEMA Connect, The Netherlands

How to Reach Your Business Customers From Your Backbone?
J.J. Bosschieter, Responsible for Business Access Offer for New operators in EMEA, Lucent Technologies, The Netherlands

Telephony Services Over the Power Grid
David Healey, Spectrum Strategy Consultant, UK

Utility Communication, Thailand
Henry Schiemann, Consultant Telecommunication, co-authors O.J.G.M Groen, A.A.H.J. Ross, KEMA-T&D/ECC, The Netherlands

Customer Services Provided with Power Communication Network
Hitoshi Kakimoto, Project Manager, co-author Hirotaka Tanaka, Kyushu Electric Power, Japan
Network Performance Management in New Wireline Operators: The Case of Energis
David Combe, Sales/Marketing, ADC Metrica, UK

The Value of IN Services in Creating New Revenue Streams in a Changing Telecom Market
David Swift, Product Manager, Public Networks Group GPT Ltd, UK

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SESSION 3B: OPERATIONAL SUPPORT SYSTEMS

Chairman: Peter van der Crommert, Logisterion, The Netherlands

Business Processes: the Critical Success Factor
Brian Lawrence, SR Telecoms Director, Intercai Mondiale, UK

Network and Infrastructure Management - The Key to Telecoms Profit
Robert Kirby, Partner, co-author Pierre Pigaglio, Network Management Group, France

Managing an SDH Transport Backbone
Gijs Franken, Sales/Marketing, co-author G.W. Verboon, Lucent Technologies, The Netherlands

The Benefits of Geographic Information Systems for the Outside Plant of Telecommunications Networks
Claus Amesberger, Manager SICAD-Telecom, Siemens-Nixdorf, Germany

Case Study on the Application of GIS
Paul Noomen, Consultant, CMG, The Netherlands