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Teletimes

International

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Kyle Whitehill
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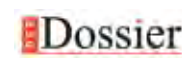
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Letter to Readers



Khalid Athar
Chief Editor

Dear Reader,

Welcome to the latest edition of Teletimes International. First of all I would like to wish you all a very happy new year and I hope that you all enjoyed a joyous holiday season.

With the new year we look up to many improvements to come. I am glad to announce that we have opened a bureau in Doha, Qatar and Mr. Ashraf Siddiqui will be the bureau chief for Qatar. This is in respect of our growing readership and partnerships in the region. We see Qatar as a highly important region in the global telecoms, ICT and Satellite market and accordingly we will be more active in the area.

On a similar note, you will find a very interesting exclusive interview with Mr. Kyle Whitehill, the CEO of Vodafone Qatar. In his interview, he speaks in detail about Qatar telecoms market, growth possibilities, Vodafone's role in development, its future plans and much more. It is definitely an interesting read.

Moving on, you will find 2 other very interesting interviews in this edition, the first of Christelle Toureille, Marketing Director, Gemalto MEA and the second of Matthias Greve, Founder and CEO - ABOX42.

You will also find many more interesting articles and reports in the edition include an article on the 'Predictions for 2015 in Tech World'. In addition to that you will find the latest news and updates on all the major companies in the Satellite, ICT and telecoms market as always.

Two very important events; GSMA Mobile World Congress 2015 (02-05 March, Barcelona) and CABSAT 2015 (10-12 March, Dubai) are very near. Being a media partner, Teletimes International will actively participate in both the events. February, 2015 and March, 2015 edition of Teletimes will be dedicated to GSMA MWC 2015 and CABSAT 2015 respectively. Please enjoy reading this edition of Teletimes International.



Contents

Interviews

27 **“A flexible, technology neutral approach to spectrum allocation is important as it allows us to use the best technology available”**

Kyle Whitehill CEO - Vodafone Qatar

Khalid Athar

39 **Today’s consumer is inevitably at the heart of the mobile customer experience**

Christelle Toureille, Marketing Director, Gemalto MEA

TeleTimes Interview

41 **ABOX42 is taking a new approach with the ABOX42 Smart Platform**

Matthias Greve, Founder and CEO - ABOX42

Doris Kucera

Satellite Communications

- 31 Eutelsat breaks new ground with software-defined “Eutelsat Quantum” class satellite
- 32 Poland’s nc+ extends long-term Eutelsat relationship with HOT BIRD satellite capacity renewal
- 33 “Azercosmos” OJC to operate and commercialize SPOT 7 satellite
- 34 Thuraya partners with the International News Safety Institute to protect and prepare journalists
- 34 Al-Jazeera now using Es’hail 1 Satellite
- 35 ASTRA 2G satellite to provide next generation services ready in orbit
- 36 Inmarsat announces enhanced Maritime product roadmap
- 36 Korean STSAT 3 avoids in-orbit collision
- 37 O3b launched its latest four satellites
- 37 ABS appoints Flavien Bachabi as the Managing Director for Africa

Research & Analysis

- 48 Predictions for 2015 in Tech World
Abid Aziz

ITU Telecom World 2014 (Post Event Reports)

- 08 ITU Telecom World 2014 highlighted innovations, technologies, and ideas shaping future of ICTs
- 12 Cyber attacks left customers unscathed
- 13 Ooredoo, Nokia and China Mobile achieved 4.1 Gbps
- 14 Ooredoo announces plans to launch Mobile Academy
- 16 Smart Africa Alliance set to leapfrog the African Continent
- 17 Vodafone showcased connections of the future
- 18 Vodafone launches Qatar’s first virtual store experience
- 19 Es’hailSat exhibited at ITU Telecom World
- 19 iHorizons presented digital customer service solutions
- 20 Huawei highlights a better connected digital lifestyle and calls for industry collaboration

Special Reports

- 21 **GSMA publishes new report outlining 5g future**
- 22 **The largest ICT industry event of Caspian Region celebrated its 20th anniversary**



Telecom News

- 44 Etisalat UAE launches SMB dedicated call centre
- 45 Paris Saint-Germain Academy brought to you by Ooredoo
- 46 Ooredoo Oman kicks off B2B series with government customer meet
- 47 Zain South Sudan picks three Chambers Quality Awards 2014
- 47 Zain KSA concludes 2014 with significant growth

Vendors News

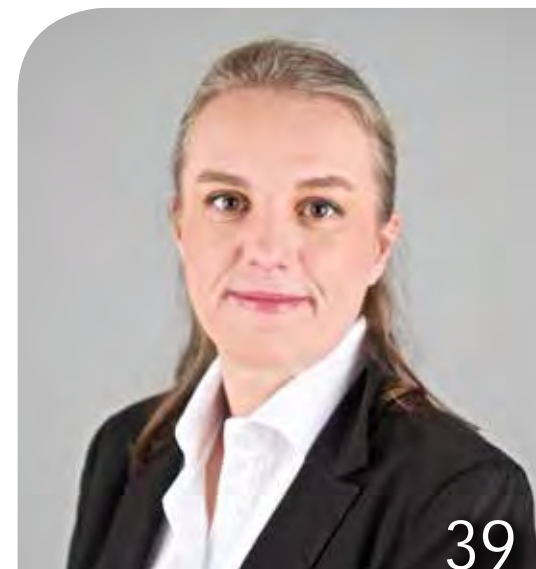
- 26 Huawei announces Honor 6 Plus Smartphone at Global Anniversary event
- 40 InfiNet Wireless and Easy Networks demonstrate regional commitment at Secutech ASEAN
- 43 Ericsson wins " Best IT Vendor of the year" award from Etisalat Misr

Internet & Security

- 07 Cyber Security Professionals predict their biggest concerns for 2015
Sue Poremba
- 50 Managed BrandHawk Service monitors DNS hacking for Govt. & Private Sector Organizations
- 50 Singapore to offer 30 new cybersecurity scholarships
Medha Basu
- 51 In cybersecurity speed of action is the name of the game?
- 52 Take the ISOC regional policy survey 2015

News & Reports

- 40 Russian Monastery goes global with Wireless
- 49 Tonino Lamborghini Mobile unveils latest fusion of legendary design
- 50 International Conference on Open Source Systems and Technologies



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Cyber Security professionals Predict their biggest concerns for 2015

With 2014 in the rear view mirror, it is fun to look forward to the year ahead and see if we can predict what may happen over the next twelve months. At the same time, predictions can prove to be very useful for businesses that are planning budgets and spending. So every December, cyber security experts begin to make their predictions on the future of information and network security.

"While no one can totally reliably predict the future, there are often good indications in what we see that provide likely directions for the coming year," said Geoff Webb, senior director, security strategy with NetIQ. "For example, it was pretty clear at the end of last year, after the details of the Target TGT +0.47% breach become public, that it wasn't going to be a one-off incident. Rather, it was the opening salvo in what has proven to be a year-long attack on the retail industry."

Webb added that by being able to look across multiple sources of information, evaluating the patterns of attack and defense, and providing commentary to a broader market can help set the security conversation for the coming year. "After all, the more we can share information, the better we all are at responding quickly and preventing successful attacks. And that has huge value for everyone." With that in mind, here are five things that security professionals believe we need to think about in 2015.

Attacks against virtual payment systems

In light of the recent retail breaches involving credit and debit cards, there are many who think that the move to mobile payment solutions will help solve the security problem. Patrick Nielsen, Senior Security Research, with Kaspersky Lab, however, believes that it won't take long for

cybercriminals to take advantage of a potential vulnerability in the system.

"We expect to see cybercriminals focus more on new payment systems as they are adopted and the potential for criminal financial gain thus increases. This will be in the shape of attacks against banks/virtual currency operators, the end users and their devices, and everything in-between. In fact, we already have some examples of malware stealing virtual wallets from users' devices, and very high-profile incidents of banks themselves being infiltrated," he said.

More old security holes surface in open source software

One of the most talked about security problems of 2014 was the Heartbleed bug. However, Heartbleed and other vulnerabilities found in open source code have been lurking there for years before they were discovered. Nielsen said we should expect to see more of these old security holes causing problems in 2015.

The reason why these old vulnerabilities are just now coming to light is because, for the first time, people are taking more time to look at the potential security problems. But just as this is good for those who want to make the Internet safer, it is also an opportunity for bad guys.

"As serious holes are found in critical pieces of software that we've assumed to be secure for years, other curious people are likely to try to find their own holes, for good

and (unfortunately often) nefarious purposes," Nielsen said. "There's a shift happening in how quickly we assume something to be secure, and we will continue to see the effects of this: more holes in critical software we assumed to be secure, and more efforts taken by companies and organizations to make sure that their products have been properly audited and scrutinized."

Data Loss Prevention (DLP) will become a hot issue for business leaders. Businesses need to know where their business critical information is at all times. Flagging content and communication before it leaves the office is a good start but it is not enough. "Machine learning, pattern recognition and 'post-send' message controls are the next wave of DLP functionality that will protect employees, clients and increasingly the brand," said Cameron Burke, SVP of Business Development for Cirius.

Malware will be harder to detect and shutdown

It's time we stopped thinking about malware as a nuisance that has to be kept off computers and started recognizing what it actually is – big business. And just like any business wants to grow stronger and increase its earnings in the coming year, malware developers will continue to put out products that will be sneakier and harder to detect, all in the name of higher financial gains.

"In 2014 we saw a number of signifi-

cant wins against malware with the dismantling of several major botnets. This type of takedown will be much harder in 2015 with malware becoming stealthier," said Andy Avanesian, VP of Professional Services at Avecto. "In the coming months, we will see increased use of p2p, darknet and tor communications, forums selling malware and stolen data will also retreat further into hidden corners of the internet in an attempt to avoid infiltration."

Raw security incidents will continue to rise

The recent Sony attack is a warning of just how devastating a cybersecurity incident can be, and that we need to be prepared for just about anything. As Sungard AS's Matthew Goche stated, "There are more bad actors who are more organized with better tool and have more upside than ever before. This trend does not show signs of subsiding. Our internal data gathering shows a significant increase in cyber events."

Thinking beyond individual threats

Organizations today face unprecedented security challenges, Stephen Pao, GM Security at Barracuda, pointed out. Attacks often are targeted and increasingly sophisticated, and security professionals are being asked to address these risks across an ever more complicated environment.

"Focusing on the individual threat is a common approach to IT security; however, this doesn't work in today's threat environment," he added. "With the move to virtualization, the cloud and the mobile internet, the attack surface is expanding. Organizations must make that shift as well to cover all areas of exposure – email, web applications, remote access, web browsing, mobile Internet, and network perimeters." ■

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10-12 MARCH 2015
DUBAI WORLD TRADE CENTRE

ITU Telecom World 2014 highlighted innovations, technologies, and ideas shaping future of ICTs

Interactive debates focused on future of technology and its impact on society

ITU Telecom World 2014 closed its doors on 10th December 2014 held at Doha, Qatar following four busy days of high-level debate, networking, knowledge sharing and showcasing. A dynamic and truly diverse line-up of participants from around the world attended the event, including Cisco, Huawei, Intel, LS telcom, Nokia, Ooredoo, Rohde & Schwarz, Vodafone and ZTE, with pavilions from Argentina, Azerbaijan, Cameroon, Chad, China, Hungary, Nigeria, Malaysia, Qatar, Tanzania, Thailand and Zimbabwe, while Kenya, Uganda, South Sudan and Rwanda came together within the Smart Africa zone on the **show floor**.

“Over the last few days I’ve seen the evolution of a road-map that provides an immersive, interactive and deeply informative view of the future of ICTs,” said ITU Secretary-General Hamadoun I. Touré. “This has



Dr. Hamadoun I. Touré, Secretary General - ITU (middle) along with Sheikh Abdullah Bin Mohammed Bin Saud Al Thani, Chairman - Ooredoo Group (left) and Dr. Hessa al Jaber, Minister - ICT Qatar at the inaugural ceremony of ITU Telecom World 2014

been evident in the Leadership Summit and Forum, bringing insights into industry shifts and macro trends from top names on the show floor and looking at new technologies developing

in The Lab. I was also deeply impressed by the bright sparks who are building the future of technology and business, in the Young Innovators Programme.” Organized by ITU, the United

Nations Specialized Agency for ICTs, the event was hosted by the Government of Qatar, with the support of leading international communications company, Ooredoo.



Chairman Ooredoo, Sheikh Abdullah Bin Mohammed Bin Saud Al Thani addressing the audience at the inaugural ceremony of ITU Telecom World 2014 in Doha



Dr. Nasser Marafih
Group CEO - Ooredoo



Ahmed A. Julfar
Group CEO - Etisalat



Karim Michel Sabbagh
President & CEO - SES



Steve Collar
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Gabrielle Gauthy, EVP Global
Alcatel-Lucent



Greg Young
CEO - Ooredoo Oman



J. Tan, President Global Media
and Comms. - Huawei Tech.



Itidal Hasoon,
President IPv6 Task Force - UAE

“Ooredoo was delighted to work with ITU to organize ITU Telecom World 2014, on behalf of the Government of Qatar,” said Sheikh Abdullah Bin Mohammed Bin Saud Al Thani, Chairman of the Board of Directors Ooredoo Group. “Helping host this unique platform, for global experts to share views and insights on how we can use ICTs to enhance lives, is in line with Ooredoo’s and Qatar’s strategic vision, and it has been an inspirational experience. We were also very pleased to be able to showcase our latest technologies to this global audience, and to shine a spotlight on Qatar as a global technology hub.”



Sheikh Abdullah Bin Mohammed Bin Saud Al Thani,
Chairman - Ooredoo being greeted by **Mr. Miklos Szostak**
Minister for National Development - Hungary

Smart showcases and networking
“Huawei was delighted to showcase its visions of “Build-

ing a Better Connected World”, outlining a more convenient and smarter lifestyle featuring futuristic 5G connectivity tech-

nologies, ubiquitous broadband connectivity, connected smart cities and smart homes to the global audience convened at ITU Telecom World 2014.” said Mr Ken HU, Deputy Chairman of the Board and Rotating CEO, Huawei. “At the event, Huawei also shared views and insights on technology, business and investment model innovation and called for collaboration among stakeholders to rejuvenate global broadband development.” The event showcased sponsored sessions from Alcatel-Lucent, BBC, CNN, ESOA, Geddes Consulting, Huawei, IPv6 Forum, ITU-D, Nokia, TDIA, TCCA, and tm-forum, and covered a range of different areas from



Dignitaries and Ministers at the panel session: ICT for Development and Saving Lives

‘Big Data to universal broadband’, ‘enabling the digital future’, ‘hidden risks’, ‘unexplored opportunities from circuits to packets’, ‘LTE for public safety’, ‘ICTs for saving lives’, and more.

Forum focus on industry transformation

Forum discussions at the event covered the key trends and developments in technology, regulatory and policy issues, business models, services and applications – focusing on three major scenarios of disruption, cross-sector partnerships and the intelligent future.

Sessions took a variety of different formats from top-media moderated Big Conversations to Ministerial round tables and panels.

The underlying focus of discussions was around the radical transformation of the ICT industry, and hot topics included the different uses for Big Data, including ‘Big Data for development’, ‘Mobile networks in the cloud’, the ‘softwarization of network elements’, ‘bringing IT into ICT’, cross-sector partnerships, collaboration and cooperation and broadband rollout in emerging markets. Discussions convened a unique mix of informed speakers from the worlds of government, industry,



(R-L) Miklos Sasztak, Minister National Development - Hungary, Dr. Hessa Al Jaber, Minister, ICT - Qatar, Dr. Hamadoun I. Toure Secretary General - ITU at Budapest stand

academia, research, and international organizations, with audience members encouraged to join in, share their insights and experience and quiz the panels on their views. “ITU Telecom World events convene the right mix of industry players as well as highest-level reps from governments and regulators,” said John Davies, Vice President and General Manager, Intel. “This year Intel has shared visions with this important audience on crucial issues, from the scarcity of spectrum to the challenges posed and opportunities offered within cross-sectoral partnerships. By working together, our goal is to connect everyone on the

planet.” The Leadership Summit on the Future launched debates in an eye-opening and inspiring journey into the future of the ICT industry and of our businesses and societies. Renowned futurists and international experts from a range of disciplines came together to explore potential scenarios of the future with leaders of public and private sectors from across the global ICT sector. Led by moderator and futurist Gerd Leonhard, the Summit gave a unique perspective into where the industry was heading in the next 3-5 years. According to Leonhard, “We are moving into an exponential future and

away from linear changes, as the pace of development means that things we thought were science fiction a very short time ago – such as an app for automatic translation from Japanese to English – are now happening every day.”

Some 205 speakers from 52 countries contributed to the discussions in Doha and extended around the world with 2400 tweets from 841 contributors with a reach of over 8 million people.

Show floor
Leading players showcased new developments. Nokia Networks,



**H. E. Anusha Rahman Khan
Minister of State for
IT & Telecom- Pakistan**

Ooredoo Qatar and China Mobile chose the global platform offered by ITU Telecom World 2014 to achieve a record-breaking speed of 4.1



Dignitaries at the panel session: The Essential Case for Hybrid Solutions

Gbps over TDD-FDD LTE, in an experiment to demonstrate future user demand. Vodafone unveiled Qatar's first virtual store experience. The show floor also included first time pavilion Smart Africa (represented by Kenya, Uganda, South Sudan and Rwanda) which highlighted the Smart Africa initiative focusing on making Internet access affordable to all African citizens and the role of the private sector in ICT development partnerships. Tanzania shone a spotlight on its global ICT sector. Its National ICT Broadband Backbone project has seen Tanzania evolve into a regional ICT hub, providing vital telecoms infrastructure to eight neighbouring countries. First time participant, Chad took the occasion to showcase its major ICT projects, such as the African Centre of Information technologies (CATI). Nigeria also showcased its ICT achievements during the event, under the theme Broadband Nigeria: Enabling Access, Transforming Communities. Thematic pavilions showcased latest innovations in ICTs to address specific issues related to emergency telecommunication



Dr. Nasser Marafih, Group CEO - Ooredoo congratulates and hands over the ITU Telecom World "Baton" to the representative of Hungary

in Saving Lives and Small Island Developing States (SIDS). The Government of Qatar also highlighted ICT development. The event also saw the launch of the Global Cybersecurity Index 2014. A joint project undertaken by ABI Research and ITU, the GCI provides insights into cybersecurity engagement in countries. Networking was a key component of the event, with delegates from public and private sectors using the Event App to actively network with other participants and share their experiences. Innovation The future of innovation was

showcased in the Lab and by winners of the Young Innovators competition. Social entrepreneurs between ages 18 and 30 from around the world highlighted innovative digital solutions with positive social impact. "ITU Telecom World was a great opportunity," said Young Innovator, Hemant Purohit. "I was able to make contacts and receive advice that will be a huge help in taking my work forward. This kind of thing, getting this level of incubation and international exposure, has been a dream for a long time. Now, though, the hard part begins. I have to turn all this into a suc-

cessful start-up. It won't be easy, but I have a good start." Further examples of innovation in action could be seen in The Lab on the show floor, including MineKafon, a wind-powered mine detector; Perpetual Plastic Project, an interactive recycling installation that transforms plastic into new products through 3D printing; Parametric Hybrid Wall, a responsive surface able to re-model its own shape; and Bhoreal, an open source interface that can be used to control all types of hardware and software. Also in The Lab was the humanoid Roboy, who presented a new face to human robotic interaction and delighted participants from across the globe with his ability to interact and move, his anthropomorphic, tendon driven arm, as well as his charming blushes, winks and waves. Next Stop ITU Telecom World 2015, Budapest As the event concludes in Doha, Qatar, the ITU Telecom World "baton" was ceremoniously handed over to Hungary. Conversations that began at ITU Telecom World 2014 are set to continue in Europe next year in Budapest, 12-15 October 2015. **T**

Cyber attacks left customers unscathed

Waleed al-Sayed COO - Ooredoo claims at a press conference

Qatar-based global telecom company Ooredoo was successful in repelling intrusions amid the series of cyber attacks launched against Qatar's hydrocarbon sector and other critical organisations in 2013, chief operating officer Waleed Mohamed al-Sayed told while talking to media. Al-Sayed was speaking on the side lines of a press conference announcing the opening of ITU Telecom World 2014, which was held from December 7 to 10 at the Qatar National Convention Centre (QNCC).



“Ooredoo customers had not suffered a single problem caused by these cyber threats and attacks because of the solutions that we had provided”

“Ooredoo customers had not suffered a single problem caused by these cyber threats and attacks because of the solutions that we had provided,” said al-Sayed. Earlier the Minister of Information and Communications Technology Dr Hessa Sultan al-Jaber’s keynote address at the Cyber Security Summit – Middle East revealed that last year’s wave of cyber attacks “caused some significant disruption at the national level.” Asked if Ooredoo was among “critical organisations” affected by the attacks, al-Sayed said, “No... those who had been attacked were not using the solutions provided by Ooredoo. All the customers that we were serving were

completely safe.” Al-Sayed noted that Ooredoo is working with government in developing applications and solutions for security. The company, he added, is into “faster and smarter” technologies in collaboration

Ooredoo is into faster and smarter technologies in collaboration with app developers, OTT (over-the-top) application players, and device manufacturers to make the next generation of innovation accessible to all.

with app developers, OTT (over-the-top) application players, and device manufacturers “to make the next generation of innovation accessible to all.” Cyber Security Division executive director Khalid al-Hashmi of the Qatar

Computer Emergency Response Team (Q-CERT) reiterated al-Sayed’s statement and stressed, “Cyber security has become a significant pillar in any economic development of nations. ictQatar is also treating cyber security as a fundamental component to improve the economy.” He noted that Qatar has “invested heavily” on Information and

Communications Technology (ICT) as part of the solution to mitigate challenges in sectors such as transportation, education, energy, education, and health, among others. “As for the country’s digital economy, ictQatar is trying to help Qatar

minimise its dependence on hydrocarbon by introducing opportunities that would help entrepreneurs invest in ICT-related businesses,” al-Hashmi added. ITU secretary-general Dr Hamadoun Touré stressed that the Internet of things, artificial intelligence, biotechnology, mobile networks, cloud computing, the “softwarisation” of networks, big data, and data analytics “are the backbone infrastructure behind of all technological developments worldwide that are rapidly changing our world today.” He said ITU Telecom World 2014 provides a unique platform to bring together public and private sector, leaders of government, industry, international organisations, and media experts to explore developments in technology. ■

Ooredoo, Nokia and China Mobile achieved 4.1 Gbps speed with TDD-FDD carrier aggregation

At the ITU Telecom World 2014, Ooredoo Qatar, Nokia Networks and China Mobile showcased a record-breaking speed of 4.1 Gbps over TDD-FDD LTE. Supported by the Global TD-LTE Initiative, the speed was achieved by combining TDD- and FDD-LTE spectrums and aggregating 10 carriers with 200 MHz bandwidth.

At this speed, operators can match and exceed the expectations of even the most demanding mobile users who would be able to, for example, download a full-length 5 GB high-definition (HD) movie in just 11 seconds and simultaneously upload a 5-minute 30 MB video clip from a concert in less than a second.

The record was achieved using:

- Nokia Networks' commercial Single RAN Advanced hardware
- including the Flexi Multiradio 10 Base Station for high-capacity throughput
- Software to aggregate carriers on both TDD- and FDD-LTE spectrums
- LTE-Advanced Multiple Input Multiple Output (MIMO) technology

Waleed Al Sayed, Chief Operating Officer, Ooredoo Qatar, said: "We are building the biggest, fastest network in Qatar, so that customers across the country can access next-generation wireless data services. We are very proud that the first-ever ITU Telecom World held in Qatar



Waleed Al Sayed, Chief Operating Officer - Ooredoo Qatar



Zhang Qi, Vice President - TD-LTE - Nokia Networks

showcased this record-breaking success with the support of Ooredoo. By deploying our advanced LTE network in Qatar, we are truly



Huang Yuhong, Dy. GM - China Mobile Research Institute

laying the foundation for the future." Madam Huang Yuhong, Deputy General Manager of China Mobile Research

Institute and Secretary General of Global TD-LTE Initiative (GTI) said: "This groundbreaking throughput is a milestone that boosts our efforts as we drive the commercialization and globalization of TD-LTE and TDD-FDD converged technology across the globe. In collaboration with Nokia Networks, our long-standing and trusted partner, we continue to exploit the immense capacity potential of TD-LTE."

Zhang Qi, vice president of TD-LTE at Nokia Networks, said: "We just broke our own speed record which shows our capability to help operators address the ever-increasing demand for faster data download and upload speeds. TDD-FDD LTE not only delivers high uplink and downlink throughput, but also helps balancing the load between two networks, efficiently using the spectrum."

Nokia Networks was the first to show 8 MU-MIMO uplink and has deployed a number of TDD-FDD networks while working closely with 3GPP and operators to make TDD-FDD convergent networks a commercial reality. This demonstration pushes the boundaries of carrier aggregation by doubling the number of carriers and the amount of bandwidth specified by 3GPP, which foresees the aggregation of 5 carriers up to a total bandwidth of 100 MHz. **T**

Ooredoo announces plans to launch Mobile Academy at ITU Telecom World 2014

Ooredoo has announced its plans to launch Mobile Academy, the world's first subscription-based mobile learning service.

The announcement at ITU Telecom World 2014 was described as another major breakthrough for Ooredoo, following its successful launches of 4G Plus (advanced LTE) and a range of smart lifestyle services over the past week. Once launched, Mobile Academy will provide an "all-you-can-learn" experience, offering more than 50 different courses on a wide variety of subjects, from language learning to business skills. In comparison to traditional educational courses, which are at set times in on-campus classrooms, and with final deadlines for coursework, the cloud-based Mobile Academy will enable users to access educational material at any time

on any mobile device from any location, and to complete coursework online at their own pace.

Demonstrating how the people of Qatar are rapidly adopting mobile devices, from smartphones to tablets, Qatar ranks 17 in the world and third in the Middle East and Africa in active mobile broadband penetration, at 76.8%, according to the ITU's State of Broadband 2014 report.

Waleed al-Sayed, chief operating officer at Ooredoo Qatar, said: "By launching Mobile Academy, we're leveraging Qatar's strong mobile device take-up to unlock human potential and enhance 21st century skills needed in the interconnected economy. We're only starting to tap the potential of mobile services to transform daily lives – imagine learning a language with native speakers halfway around

the world or live-streaming business courses on your tablet."

Illustrating the game-changing potential of Mobile Academy, the service recently won the "Best Consumer Service" award at the World Communication Awards 2014. The jury was so impressed with Mobile Academy that one member said the service would "positively impact national and global economics with new access to education".

The upcoming launch of Mobile Academy is in line with the Qatar National Broadband Plan, which aims to expand digital literacy to the whole population by 2016, and Qatar National Vision 2030, which aims to train the next-generation workforce in advancing the country's sustainable knowledge-based economy. Mobile Academy has the potential to boost the skills of

Qatar's public sector employees, with Qatar's government agencies rapidly deploying mobile government and Smart City services, leading Qatar to ranking an impressive 44 in the world in the United Nations eGovernment Survey 2014. Supporting mobile broadband innovation, Ooredoo recently launched 4G+, making Ooredoo's biggest and fastest-ever network even faster, and enhancing Qatar's standing in having one of the world's highest mobile broadband speeds.

Qatar's advanced ICT infrastructure is supporting the rapid growth of the Internet of Things in the country – in which sensors embedded in everyday objects are connected to Wi-Fi networks and generate vast amounts of data that can be analysed by mobile services like Mobile Academy. **■**

Ooredoo Qatar became lead partner in Smart Cities Council

Ooredoo Qatar has been named at ITU Telecom World 2014, as a lead partner in the Smart Cities Council, an industry coalition formed to accelerate the move to smart, sustainable cities. Ooredoo joined global leaders in the smart cities sector, including IBM, Microsoft, MasterCard and Cisco, who are committed to providing the next generation of services to Qatar's expanding smart cities business and technology sector.



Ooredoo is working with top enterprises in Qatar to support the development of smart cities in the country, and has signed an alliance with KT Corporation of South Korea to introduce new concepts. As lead partner, Ooredoo will have the opportunity to aid the direction of the emerging smart cities sector in Qatar, the region and the world. It will also contribute to the council's knowledge, including city tools and resources, mentoring and workshops. **■**



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Smart Africa Alliance set to leapfrog the African Continent



Nine African States and other ICT partners have embarked on a shared vision under the Smart Africa initiative to make total connectivity in Sub-Saharan Africa a reality. Through the initiative, these countries are now poised to unlock the potential of ICTs and help countries experience the impact of digital media, big data and the general value that ICT brings along whilst ensuring sustainable development for the continent. Smart Africa was borne from the Transform Africa Summit in Kigali in 2013. It brings together African governments, the private sector and international organizations to promote and ensure affordable access to broadband and ICTs in general, ushering Africa into the knowledge economy.

Founding partners of the Smart Africa initiative include: Burkina Faso, Gabon, Kenya, Mali, Rwanda, Senegal, South Sudan, Tchad, Uganda, as well as GSMA, AU Commission, NEPAD Agency, UNECA, AfDB, the World Bank and ITU. The Smart Africa secretariat has been created under the auspices of the government of Rwanda.

Each member country is committed to developing and implementing Smart country programs with clear targets and milestones which will be strongly aligned with the Smart Africa Manifesto. The manifesto hinges on five (5) pillars: Policy, Access, E-government, Private sector/Entrepreneurship and Sustainable development. The SMART Africa manifesto has the full support of African Heads of State and Government who endorsed it under the umbrella of the African Union. The Heads commit to support the socio-economic transformation of Africa through smart implementation and application of ICTs.

The Smart Africa Manifesto is embedded in five principles. It is the resolve of Africa to:

1. Put ICT at the centre of national socio-economic development agenda
2. Improve access to ICTs especially broadband
3. Improve accountability, efficiency and openness through ICT
4. To put the private sector first
5. To leverage ICT to promote sustainable development.

Smart Africa Flagship Initiatives are championed by individual member countries ranging from ICT Industry development, SMART cities, Youth Innovation and Job creation, Digital Economy, Green economy to Digital literacy.

Africa is now recognized as an emerging market with huge potential with six of the top 10 fastest growing economies coming from Africa. In ICT, with mobile telephony, Africa has established itself as the leading platform of choice for the citizens.. The combined emerging and developing countries market boasts of over 5 billion mobile users. Two thirds of adults in sub Saharan Africa have a mobile phone with a projected 360 million smart phones by 2025. The pace of mobile phone is unmatched in the history of technology. It is therefore no doubt that Africa's mobile market is driving economic growth.

We are seeing real transformation of sectors through the use of ICTs. It is therefore our goal to empower users, enrich people's lifestyles and livelihoods, and boost the economy

as a whole. As the world puts the 'Future in Focus' at the 2014 ITU Telecom World, Africa is enjoined as it defines its ICT priorities to help accelerate sustainable socio-economic development across an entire continent through Smart Africa.

We, members of Smart Africa alliance, thanked partners that have demonstrated their support as founding members. We also thank the ITU for its commitment to see Africa progress through ICTs. Smart Africa is inspired by the power of working together, sharing knowledge, ideas and experience to move forward into the digital future. We therefore welcome more partners on board in our endeavor to connect, innovate and transform Africa.

The Smart Africa platform will be used to raise funds that will be used to deliver the smart initiatives/flagships with a target of 300 billion USD by 2020. Since 2006, the Connect Africa initiative raises over 70 billion USD that has been used to fund infrastructure projects on the continent with the objective of connecting the unconnected. ■

Vodafone showcased connections of the future at ITU Telecom World 2014



The city of the future is one where citizens are not only connected to each other, but to the information and systems that matter to them. The city of the future is underpinned by connectivity. Mobile is driving the vision of the smart city by enabling whole new developments to be built from the ground up using the latest technology to connect devices, systems and infrastructure directly to their inhabitants. The commitment made by Vodafone Qatar is making today to support the Qatar National Vision 2030 at ITU Telecom World 2014. Vodafone boasts the credentials of the world leader with over 20 years in Machine to Machine (M2M) technology. It has been recently positioned as a leader in Gartner's first ever Magic Quadrant for Managed Machine-to-Machine (M2M) Services, placing highest in both ability to execute and completeness of vision.

Vodafone Qatar brought to ITU Telecom World 2014 a showcase of how smart mobile solutions in healthcare and energy management



Mahmud Awad, Chief Business Officer - Vodafone Qatar,

helps to create the city of the future and makes the Qatar National Vision 2030 a reality, connecting every machine to improve lives and businesses. **M2M Technologies** Mahmud Awad, Chief Business Officer at Vodafone Qatar,

said: "Vodafone is perfectly placed to strongly contribute to smart cities initiative and standards and bring much needed expertise from the heart of a country that is becoming one of the most connected places in the world. With the advent of smart mobile communications and connected devices, the world of technology is set to revolutionise a number of industries. In healthcare for example, we are showing the possibilities of the future and new ways of getting access to healthcare. Mobile connections are enabling the professionals of the practice to deliver life changing services to people remotely, cutting down the costs and time spent to see healthcare professionals." At ITU 2014, Vodafone's smart technology solutions for Diabetes include sensors which can be used by patients to monitor their conditions, and get access to nurses and doctors trained in monitoring

their conditions, from their homes. The mHealth diabetes solution patient can use these sensors to make their measurements available to medical staff and communicate with them easily and remotely, using only a smartphone or a tablet. Vodafone is also showcasing a blood pressure monitor and an oxymeter to show how Vodafone M2M services helps capturing data from medical devices and improve care and medical device management. Vodafone is also showed how M2M technology can help drive sustainability through smart energy production Mahmud Awad added: "With global energy demand set to double by 2050 concern about climate change and carbon emissions is driving new pressures in the utilities industry. Taking the production of solar energy as an example, Vodafone will showcase how intelligent solar

Contd. on P-18

Vodafone launches Qatar's first virtual store experience at ITU Telecom World 2014

Vodafone unveiled the Qatar's first virtual store experience at ITU Telecom World 2014. Attending the official inauguration of ITU Telecom World 2014 was His Excellency Sheikh Faisal Bin Thani Bin Faisal Al Thani, Vice Chairman of Vodafone Qatar and a number of the company's officials.

Named Scan&Go, Vodafone's virtual store, showcased at ITU Telecom World 2014 as a proof of concept, will roll out in Doha, Qatar by mid-December allowing everyone in the country to enjoy a



shopping experience unlike any other.

Khalifa Al-Haroon, Head of Innovation at Vodafone

Qatar, said: "We're very proud to be the first in Qatar to offer such a unique and simple shopping experience.

For us, innovation does not necessarily mean reinventing the wheel. It is actually more of an evolutionary process. We take something that already exists and try to turn it into something better, easier and simpler. This is exactly what we've attempted to do when we conceptualised the virtual store shopping experience from a telecom operator. With this proof of concept in Doha, we can now take the Vodafone experience to places we've never been before. Our virtual pop-up stores can be set up almost anywhere." **T**

Contd. from P-17

panel management helps to improve efficiencies and drive sustainability."

Vodafone is working with world leader, ZELITRON SA, which offers Photovoltaic (PV) installations energy production telemetry services to the producer of the energy either for home or park installations. All the technological infrastructure / platform/ applications used for the provision of the information to the energy producer are installed in the Vodafone Datacenter in Greece ensuring reliability and high availability.

Enterprise

Vodafone is also discussing its world-class suite of enterprise grade products and its un-paralleled global footprint, which is here to help Businesses in Qatar operate globally. "As the 2nd largest global voice carrier, delivering 52bn international

Vodafone showcased connections ...

minutes every year, we are the only company that can serve Businesses' mobile as well as fixed requirements across the world. Our global IP network reaches 34 countries. All this is connected via a fibre network that covers One Million Km."

Mahmud Awad stated. Vodafone today offers range of cloud services for businesses in Qatar with cost effective solutions to help companies operate efficiently. Vodafone cloud offerings include range of security and conferencing suites to help companies work the way they want, either inside the office or when employees are on the move, locally or internationally. Vodafone's secure device management – a cloud based security solution enables IT managers or administrators within an organization to manage their employees smartphones and tablets

remotely to keep devices secure, update and provide support through an easy to use console.

Vodafone engages with Qatar citizens and residents to shape the city of the future

In May 2014, Vodafone Qatar launched a digital platform to enable citizens of Qatar to participate in building Qatar into a Smart City through a web site, mobile site located on www.designyourqatar.qa and through their own Social media via a hashtag: #DesignYourQatar. Bringing their voice out by helping them dream big and make their mark on the future. The program will run for over 1 year and will be included as part of Smart City events. At ITU Telecom World 2014, Vodafone launched the Arabic version of its platform allowing more people to join, interact and engage.

The platform is design to help citizens learn about how exciting new technologies can improve life in their city and create unique insights for government and enterprises by crowdsourcing ideas, bringing the voice of citizens, helping them dream big, and make their mark on the future. As an outcome, Vodafone will produce a report with ideas and insights that can help Enterprises and Government learn about the needs and preferences of your customers and constituents. Vodafone Qatar joined ITU earlier this year as a sector member in ITU's Telecommunication Standardization Sector (ITU-T), which assembles experts from around the world to develop standards and protocols for the global information and communication technologies (ICT) industry. **T**

Es'hailSat exhibited at ITU Telecom World

Es'hailSat - the Qatar Satellite Company is exhibiting at the ITU Telecom World exhibition hosted in Doha. ITU Telecom World is the global platform for high-level debate, networking, innovation-showcasing and knowledge-sharing across the ICT community. The event is focused on the current developments in the ICT sector and its implications for industry and the world. Satellite communications play an important role in the development of ICT in Qatar and the creation of next-generation infrastructure as a foundation for advancement. Es'hailSat showcased Es'hail 1, the first satellite for Qatar, which commenced operations on December 18, 2013, on Qatar National Day. Es'hail 1 is already providing satellite connectivity and high-quality, premium DTH television content from the 25.5/26 degrees East neighborhood for leading channels such as Al

Jazeera and beIN SPORTS . Es'hailSat was established in 2010 and brings a new dimension to Qatar's diversifying economy with the creation of a world-class satellite operator and centre of excellence in the region.

National Vision 2030 and the commitment to meeting the sophisticated infrastructure the country is putting in place to host the 2022 FIFA World Cup. Es'hailSat CEO Ali al-Kuwari said, "As an important pillar in the ICT infrastructure devel-

fully providing high-quality broadcasting and communications services for Qatar and the Mena region and we have already started to plan, design and manufacture Es'hail 2. Scheduled for launch in 2016, this second high-powered



The company's satellite fleet will enable customers to substantially increase their broadcasting and communications capabilities and supports Qatar

development in the region, we are delighted to participate in the Qatar National Pavilion at ITU Telecom World. Our first satellite, Es'hail 1, is success-

advanced satellite further boosted broadband delivery, broadcasting and global connectivity in Qatar, the entire region and beyond." **T**

iHorizons presented digital customer service solutions

iHorizons, a leading Qatari technology innovator and provider of business solutions and IT services presented its digital customer service solutions and telecom practices at ITU Telecom World 2014, from consultancy and formulating telecom operators' digital strategies to designing and implementing electronic customer service platforms as well as integrating them with various back-end systems and maintaining and supporting such diversified and complex solutions. This is a critical service that supports



CEO Mohamed Takriti and marcom executive Mona El Zoghby

operators in their transition to full-scale digital service offering.

iHorizons' CEO Mohamed Takriti said, "We look forward to pro-

viding our solutions to various enterprises in Qatar and the Arab world and to supporting them achieve their critical and ambitious objectives." iHorizons has also presented its latest turn-key solutions for platforms that enable all digital customer touch points, including Internet portals, mobile apps, online shops, e-care services and in-store self-service systems. iHorizons provides its solutions and services to leading telecom operators in the region, including Ooredoo Qatar, Ooredoo Group and Ooredoo Algeria. **T**

Sarah Mheidly

Huawei highlights a better connected digital lifestyle and calls for industry collaboration for Broadband Business Innovation

Huawei showcased its vision of “Building a Better Connected World” at the International Telecommunication Union (ITU) Telecom World 2014 in Doha, Qatar held on December 7-10, 2014, outlining a more convenient and smarter lifestyle featuring futuristic 5G connectivity technologies, ubiquitous broadband connectivity, and connected smart cities and smart homes.

During ITU Telecom World 2014, Huawei and ITU co-hosted the “Broader Way Forum” themed “Enabling the Digital Future”. The forum gathered over 200 guests from 35 countries and regions, including heads of governments, industry leaders, and experts. At the forum, Mr. Ken Hu, Huawei Deputy Chairman of the Board and Rotating CEO, delivered a keynote speech that outlined the digitized future and broadband network development trends. He encouraged regulators to balance the interests of various stakeholders and foster cooperation and business model innovation. “In the future, broadband networks will continue to be the critical infrastructure that enables content providers, app developers and network operators to collaborate and engage in joint business innovation.” said Mr. Hu. “I believe that the model



of innovation in the future would be featured by mesh-shaped new partnerships, enabling any party along the value chain to participate and



innovate. I would suggest all stakeholders to focus less on competition, but more on cooperation. The future of innovation for broadband can create diverse value for multiple winners including

customers, enterprises, and investors.”

Mr. Hu also called for support from the regulators, “I hope that the regulators can keep up with the pace of change in the development of technology and business models, while striking a balance between protecting the interests of various parties involved in the value chain. Looking forward, I anticipate regulators to encourage technology, business model, as well as investment model innovations related to broadband network deployment and utilization, paving the way to rejuvenating global

broadband development.” Mr. Houlin Zhao, Deputy Secretary-General and next Secretary-General, ITU, noted, “Broadband networks form a key driver for a country’s socioeconomic growth.

Ubiquitous broadband has increased government efficiency, transformed business models, and improved people’s lives. Cross-industry collaboration and innovation are crucial to achieving digital inclusion for all. Huawei has actively partnered with governments and operators to modernize networks, accelerate broadband access, and build networks in remote areas. In addition, Huawei has supported the ITU in building a connected world and making lives better. At this year’s annual meeting, the ITU named Huawei as a Strategic Partner in recognition of its

significant contributions to and achievements in telecom initiatives worldwide. We look forward to broader collaboration in the industry to take society into a digital future.” **T**

GSMA publishes new report outlining 5g future

The GSMA has released a major new report at the GSMA Mobile 360-Europe event held in Brussels, outlining its perspectives on the development of 5G. The new GSMA Intelligence report, 'Understanding 5G: Perspectives on Future Technological Advancements in Mobile', provides an overview of network technology innovation today and how this is setting the agenda for the 5G future. It outlines the technical requirements of future 5G networks and explores potential use cases as well as the implications for operators and other mobile ecosystem players.

"Already being widely discussed, the arrival of 5G will help deliver a fresh wave of mobile innovation that will further transform the lives of individuals, businesses and societies around the world," said Anne Bouverot, Director General, GSMA. "Of course, 5G is still to be standardised by the industry and it has not been fully agreed what 5G will look like or what it will enable. However, the GSMA is already collaborating with operators, vendors, governments and other industry organisations in ensuring that the future 5G standard is both technically and economically viable."

Understanding 5G

The new GSMA report provides clarity on the industry's evolutionary path towards 5G and addresses many of the misconceptions around 5G. It examines the two main views on 5G that exist today, which are frequently mixed together to form the basis of the 5G definition:

View 1 – The hyper-connected vision: In this view, 5G is seen as a blend of existing technologies (2G, 3G, 4G, Wi-Fi and others) that can deliver greater coverage

and availability, higher network density in terms of cells and devices, and the ability to provide the connectivity that enables machine-to-machine (M2M) services and the Internet of Things.



Anne Bouverot, Director General - GSMA

View 2 – Next-generation radio access technology: This perspective outlines 5G in 'generational' terms, setting specific targets that new radio interfaces must meet in terms of data rates (faster than 1Gbps downlink) and latency (less than 1ms delay). These two views identify eight core technical requirements for 5G that set targets for: data rate; latency; network densification (both number of connections and number of cells); coverage; availability; operational expenditure reduction; and the field life of devices. However, only two of these - data rates and latency - relate to a true generational shift, with the remaining six being either economic objectives or aspirations applicable to all network technologies.

The Evolution From 4G to 5G
Many of the 5G technical requirements already form part of

the network innovations being undertaken by operators today. For example, technologies such as network functions virtualisation (NFV), software-defined networks (SDN), heterogeneous net-

works (HetNets) and Low Power, Low Throughput networks are being bundled under the title of 5G despite the fact that they are already being brought to market by vendors and deployed by operators. Meanwhile, there remains considerable opportunity for growth in 4G, which still only accounts for 5 per cent of the world's mobile connections. 4G penetration as a percentage of connections is already as high as 69 per cent in South Korea, 46 per cent in Japan and 40 per cent in the US, but 4G penetration in the developing world stands at just 2 per cent. According to the report, mobile operators will invest US\$1.7 trillion globally in network infrastructure over the period 2014-2020, much of which will be spent on 4G networks. Exploring 5G Use Cases Applications that require at least one of the two key 5G technical require-

ments (greater than 1 Gbps downlink and sub-1ms latency) can be considered a true 5G use case. Because 5G is at an early stage there may be many use cases that will emerge over the coming years that we cannot anticipate today. However, the report highlights a number of use cases that will offer an optimum experience within the 5G environment:

- Virtual reality/augmented reality/immersive or tactile internet, such as gaming, wearable tech or health services
 - Autonomous driving/connected cars
 - Wireless cloud-based office/multi-person videoconferencing
- Collaborating to Set the 5G Agenda

As the association representing the mobile industry, the GSMA will play a significant role in shaping the strategic, commercial and regulatory development of the 5G ecosystem. This will include areas such as the definition of roaming and interconnect in 5G, and the identification and alignment of suitable spectrum bands. Once a stable definition of 5G is reached, the GSMA will work with its members to identify and develop commercially viable 5G applications "Our new report aims to reset the discussion on 5G, drawing the distinction between a true generational shift versus the on-going evolution of existing technologies that are already delivering a next-generation mobile experience," added Bouverot. "The GSMA will support the industry to continue to innovate and grow, working in close collaboration with our members, the wider mobile ecosystem, governments and other industry organisations to deliver a digital future for all." **T**

250 companies from 23 countries exhibited at Bakutel 2014

The largest ICT industry event of Caspian Region celebrated its 20th anniversary

The regions largest event in the ICT industry celebrated its 20th anniversary on the 2nd of December 2014 at the Baku Expo Center - Bakutel 2014, the 20th Azerbaijan International Exhibition and Conference on Telecommunications and Information Technologies. Over the years, the exhibition has become the leading ICT forum in the Caspian region, attracting the attention of the global community every year. The status of the exhibition is shown by the official visits of President of the Republic of Azerbaijan Ilham Aliyev in recent years. The Ministry of Communications and High Technologies of the Republic of Azerbaijan provides valuable support for the exhibition and has played a special role in the development and establishment of the event. Every year, the exhibition and conference plays host to important guests of honour that take part in the grand opening ceremony. Over 2000 companies from 50 countries have exhibited at Bakutel over 20 years, attracting over one hundred thousand visitors. 19 countries, including



South Korea, France, Canada, and Lithuania have presented their national pavilions at this exhibition. Major local companies that are now enjoying great success on the market began their journey with the Bakutel exhibition. Repeat exhibitors include Avirtel LLC, Azercell Telecom LLC, Azerfon LLC, Azqtel LLC, Aztelekom PU, BAKCELL, BestComp Group, Baku Telephone Communications Production Association, Caspel, Caspian Navtel, Connect, Delta Telecom LTD, HP, Iskratel, Microsoft Azerbaijan

LLC, R.I.S.K. Company, SINAM Ltd., Smart Systems Technology LLC, Softline International, Teleradio Pu and Ultra Technologies. Now, the exhibition is one of the indicators of the implementation of a programme of ICT development in the country, contributing to integration into the global information space, production of national ICT products and the creation of a modern information and communication infrastructure. THE WEEK OF HIGH TECHNOLOGIES AT BAKUTEL 2014

250 companies from 23 countries exhibited at Bakutel, including leading ICT companies, mobile operators from Azerbaijan, communications operators, internet service providers, systems integrators and distributors of famous brands. The exhibition and the conference venue take up three halls and the foyer of the Baku Expo Center. The foyer will be the location of the national pavilion of Azerbaijan, which will present complete information about the work carried out by the Ministry



of Communications and High Technologies of the Republic of Azerbaijan in recent years, as well as about future plans for the development of the industry. This will also be the location of the pavilion of the United Nations (UN), where their ICT related projects will be demonstrated.

The International Telecommunications Union (ITU) also had a stand at the Baku exhibition for the first time. Last year Azerbaijan has been elected as a member of Council of ITU at the conference in Busan, Korea, for being highly active in contributing to the development of the ICT industry. In 2015, ITU will celebrate their 150th anniversary and the stand will display the technological development over these years. The Ministry of Communications and High Technologies of the Republic of Azerbaijan is one of the gold sponsors of the 150-year anniversary celebrations.

The active involvement of national pavilions organised with the support of the Ministry of Communications and High Technologies of the Republic Azerbaijan has become a tradition at Bakutel. This time, the United Kingdom, Israel, Italy, Canada, Turkey, Estonia and several other countries presented interesting programmes, product presentations and ICT services which were new for the region. Intel (USA) was the General Sponsor of the Bakutel exhibition. Exhibition sponsors include Eurodesign (Azerbaijan) and Tecnotree (Finland). **NEW DEVELOPMENTS IN ICT** The telecommunications and ICT market in Azerbaijan has gone through significant change over the last 10 years



and continues to progress, which is very noticeable at the Bakutel exhibition, where the latest products and ways to integrate them are demonstrated. The 2014 exhibition

There were presentations of the platform in the Azerbaijani language which allow any user to create their own website in only a few minutes, new online TV for any type of device, appli-

machines for joining optical cables, integrated FTTH (Fiber-to-the-home), quality satellite and land based systems and accessories, from offset parabolic and planar antennae, ground antennae, main stations and equipment for mobile radio communications. Visitors to the exhibition are sure to be interested in the Epson Moviero smart glasses - a unique device for watching videos and for various fields, from medicine to museums and also the Oculus Rift virtual reality headset that will let them step directly inside the world of video games and other computer entertainment and many other innovative devices.



presented telecommunications and networks, broadband communication and technologies, cable and wireless communication, satellite communication and technologies, equipment and technologies for radio transmission, software and automation systems, IT and office technologies. 45% of the exhibitors made presentations.

There were presentations of the platform in the Azerbaijani language which allow any user to create their own website in only a few minutes, new online TV for any type of device, appli-

The visitors to the exhibition also had a chance to see the high tech solutions, modern technologies and solutions that will enter the market in Azerbaijan in the near future. The thorough introduction of modern communication technologies has raised the effectiveness of implementing priority national projects and



the quality and accessibility of social services to the population on the whole territory of the country.

BUSINESS PROGRAMME

The anniversary Bakutel exhibition also allowed specialists to discuss the latest trends in the ICT industry around the world as well as the prospects for the development of ICT in Azerbaijan. The “Internet of things: beyond connectivity” conference, organised by the Ministry of Communications and High Technologies of the Republic of Azerbaijan addressed issues related to a new stage in the evolution of the internet. Speakers included, Hamadou Touré, Secretary General of the International Telecommunications Union (ITU), Minister of Communications and High Technologies of the Republic of Azerbaijan Ali Abbasov, Intel Vice President John Davies and many others. Panel discussions and numerous sessions were organised as part of the conference.

The international “eGov 3.0:

Development trends and new possibilities” organised by the Ministry of Communications and High Technologies of



the Republic of Azerbaijan in partnership with the United Nations Development Programme (UNDP) and Microsoft featured the participation of Deputy Minister of Communi-

cations and High Technologies of the Republic of Azerbaijan Elmira Velizade and Representatives of the Ministry of Labour

and Social Protection of the Republic of Azerbaijan, State Committee on Property Issues, State Customs Committee, State Agency on the Provision of Services to Citizens

and Social Innovations of the President of the Republic of Azerbaijan. Other participants were representatives of the leadership of the Ministry of Communication and Mass Media of Russia, Skolkovo technological park, Microsoft, Heads of related departments of the World bank, Federal Chancellery of Austria, Administration of the Prime Minister of Turkey and specialists in electronic government from South Korea, Czech Republic, Kazakhstan, Moldova and other countries. The conference on “Computer Science Education - Today’s Challenges” covered the subject of education in the ICT field, which currently requires modernization and new methods in Azerbaijan. The conference was organised with the participation of ACM Chapter, an organisation involved in

educational programmes in the ICT sphere. The opening of the first “Femmes Digitales” club for women in Azerbaijan also took place as part of the Bakutel exhibition. 

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Director CCTV Division and Member of Police Information and Communication System(PICS) Project
Sri Lanka Police



Pg Md Jefri Pg Hj Abd Hamid
Senior Superintendent of Police (Snr.Supt), Deputy Director of Logistic, RBPF NDCS Project Manager
Royal Brunei Police Force



Taejung Lee
Project Leader for Communication System,
Daegu Metro, South Korea



Khairul Nizam Hassan
Department of Emergency Services
Ministry of Health Malaysia



Prashant Rao
Executive Director
Delhi Metro Rail Corporation Ltd.



Deborah Weiss
CIO
State Of Victoria's Emergency Services Telecommunications Authority
Australia

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Huawei announces Honor 6 Plus Smartphone and other flagship devices at Global Anniversary event

At a launch event in Beijing celebrating the Huawei Honor's first anniversary, Huawei launched the newest additions to its flagship device line-up, showcasing the Honor 6 Plus Smartphone alongside the Spree 4X smartphone and its Honor TV Box.

'Honor' was first showcased as a new line of devices from Huawei last year and has since experienced impressive sales results, which were presented to hundreds of foreign and domestic media organizations at its anniversary event in Beijing, China. The past year saw phenomenal growth within the Honor category, with unit sales of over 20m and a sales revenue of US\$3bn, representing a nearly thirty-fold increase.

The Honor 6 Plus features a cutting-edge dual 8 MP rear camera set to revolutionize smartphone photography. The Spree 4X, is high-end Honor handset, which boasts the new 64-bit Kirin processor and supports a wide range of network spectrums worldwide. The Honor TV Box provides consumers with 4K Ultra HD clarity.

Jeff Liu, president of Huawei Honor said that this was just the first step: "In the future, Honor hopes to cater to different consumer demands and seek partnerships with like-minded companies. We seek to construct honor circle. Our 2015 target is to achieve 40 million units shipment and 5 billion dollars in revenue; and in 2016, Huawei Honor will sprint 10 billion dollars in revenue."

The Honor brand was established on December 16, 2013 and has achieved unit sales of 20m in the space of just one year. In 2014, on average, the brand sold 38 units every minute or 1 unit every 1.5 second. Moreover, sales rocketed from US\$100m to US\$3bn over this period. This is 100 times the 2014 industry growth figure in China.

As it approached the end of its first successful year 2014, Huawei Honor made its latest impact by releasing the Honor 6 Plus in honor of its Anniversary. The Honor



6 Plus is unrivaled for its revolutionary breakthrough in developing the dual rear cameras. The dual-camera with dual 8 mega pixel, along with Huawei's dedicated triple IE algorithm engine, deliver a single-lens reflex grade capture experience for users, bringing a camera revolution to smartphones by enabling users to see the world through dual cameras.

The Honor 6 Plus uses the Kirin 925 octa-core chipset and provides 4G LTE CAT6 connectivity with a download speed of up to 300 Mbps that is the fastest in the industry. The premium edition supports dual SIM cards (4G cards issued by China Mobile and China Unicom). It provides a dual-channel ultra-large RAM with the 3 GB LPDDR3 module, a CPU frequency of 800 MHz, a 16 GB/32 GB ROM with the eMMC 5.0 module, and a microSD card support of up to 128 GB.

It also sports a 5.5-inch 1080p JDI negative liquid crystal screen, a 3600 mAh battery, SmartPower 2.5, SmartControl 2.5, simple but elegant operating system, EMUI 3.0, as well as new features including the Honor Wallet and geo-fence. As many as

7 million free Wi-Fi hotspots inside and outside China are available on the Honor 6 Plus. All of the preceding specifications are designed to bring a revolutionary flagship smartphone experience for consumers. The smartphone also showcases Honor Wallet, which is a life assistant for users. The Honor Wallet cooperates with banks and supports payments in 1 second for stores where the Quickpass service is available. Using the ESE solution and based on the in-depth interaction with banks, the Honor Wallet provides a secure financial payment environment. Multiple online payment methods and the mainstream platforms in the industry are supported. Honor users are entitled with many exclusive discount services. The release of the Honor 6 Plus marks the beginning of the competition between Honor products and Samsung and Apple products in the global market. With its innovative breakthroughs of the Honor 6 Plus in camera and applications outperform Apple and Samsung smartphones and bring the optimal experience that is "Not Just Bigger".

“A flexible, technology neutral approach to spectrum allocation is important as it allows us to use the best technology available”

Kyle Whitehill

CEO - Vodafone Qatar

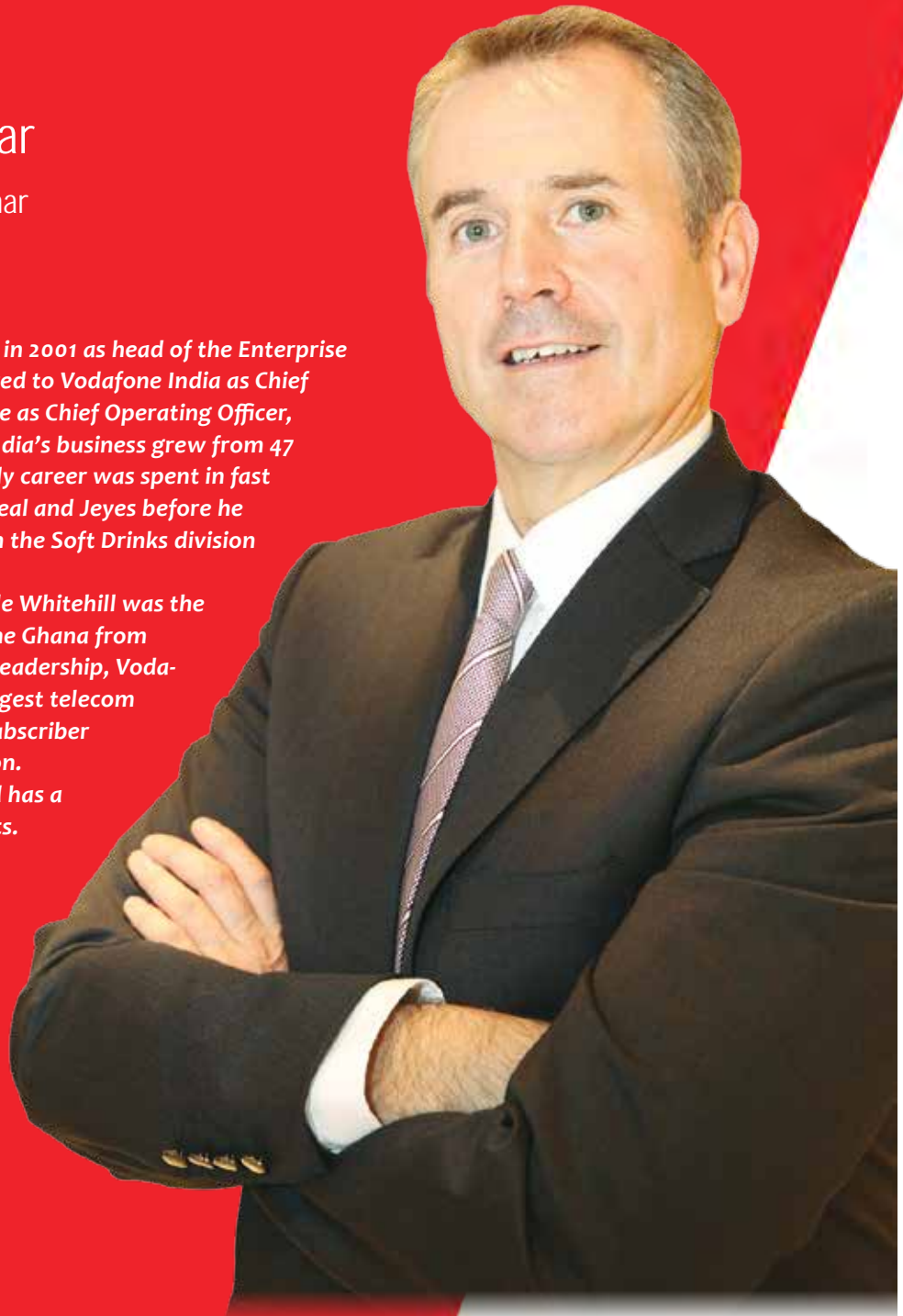
Exclusive Interview: Khalid Athar

Kyle Whitehill joined Vodafone UK in 2001 as head of the Enterprise business. In February 2008 he moved to Vodafone India as Chief Operating Officer. During his tenure as Chief Operating Officer, the subscriber base of Vodafone India's business grew from 47 million to over 100 million. His early career was spent in fast moving consumer goods with L'Oreal and Jeyes before he entered general management with the Soft Drinks division of PepsiCo.

Before joining Vodafone Qatar, Kyle Whitehill was the Chief Executive Officer for Vodafone Ghana from June 2010 to June 2013. Under his leadership, Vodafone Ghana became the second largest telecom operator in Ghana and grew the subscriber base from 2 million to over 5 million.

Kyle was educated in Scotland and has a degree in marketing and economics.

Teletimes recently got a chance to have an exclusive interview with Mr. Whitehill in which he talks about Vodafone's operations, future plans, spectrum liberalization, the Qatar ICT market, Net Neutrality and much more.



Khalid Athar: What is the current progress towards the Smart Cities development in Qatar? How do you think Smart Cities could support strong and healthy economic, social cultural development in Qatar and what is your contribution towards this development?

Kyle Whitehill: We look at smart from a telecom operator's perspective, as the evolution of M2M and IoT technologies and so for us, smart is the interpretation, presentation and action on data collected by lots of connected things and how you then mediate that between the different things that need to know what that is.

The major developments in Qatar are taking shape and they are certainly going to be smart. With the diversification of the economy away from petrochemicals, smart cities will definitely play an essential role in supporting a healthy economy through introducing technology to make the lives of the citizens living in the city better, happier and more efficient, in turn this has tremendous benefits when

“At Vodafone Qatar, we have aligned our goals to those of the QNV 2030, and it is clear that supporting the Smart City deployments in Qatar is a key pillar of its success.”

fostering a highly educated workforce as laid out in the Qatar National Vision 2030. At Vodafone Qatar, we have aligned our goals to those of the QNV 2030, and it is clear that supporting the Smart City deployments in Qatar is a key pillar of its success. We are taking our track record from everything we have done around the world in M2M from for example connecting cars to electricity grids and even the most trivial of things. Only



when you start layering services together can you build a city that is smart.

In addition to that, we have also tried to make the definition and

concept of what a smart city really is closer to the hearts and minds of people and give them an opportunity to contribute with their own thoughts as to what their ideal smart city will look like. To that effect, we have created a bilingual innovative digital platform, #designyourqatar.

We have launched this platform in May 2014 to engage citizens and residents of Qatar to learn about what a smart city is and to interact with each other

through sharing their ideas about the future of Qatar. Over five thousand users have signed up to contribute to the platform with the most interesting output addressing roads, environment, infrastructure, traffic and safety.

KA: Would you associate spectrum liberalization with network growth and infrastructure quality?

KW: The availability of appropriate spectrum is critical for our ability to meet the growing demands of our customers in

“Vodafone Qatar makes sure to use its global purchasing power to bring competitively priced devices to Qatar.”

terms of network speed and quality. Therefore a flexible, technology neutral approach to spectrum allocation is important as it allows us to use the

best technology available. In Qatar spectrum is allocated by the Communications Regulatory Authority on a generally technology neutral basis.

KA: Due to spectrum liberalization, availability of frequency does not seem to be a problem when it comes to expansion of 4G networks anymore. What are other challenges that could possibly inhibit 4G network growth in Qatar?

KW: The main challenge for 4G growth anywhere in the world is access to fibre ducts, which is key to implement elevated backhaul speeds required for 4G and 5G in the future. Vodafone Qatar is installing additional microwave capability and capacity to overcome that. This is feasible for the short term, however with the expected uptake and increase of data traffic we will need to have access to fibre to ensure the same great customer experience in the future.

Device penetration is another factor that could limit the growth of 4G. Vodafone Qatar makes sure to use its global purchasing power to bring competitively priced devices to Qatar. This will enable more customers to afford a 4G device and get access to higher data speeds and a better experience. In addition to an entire suite of the latest 4G-enabled devices, we have for example introduced Vodafone Smart 4 Power and Vodafone Smart 4 Fun, the

most affordable 4G-enabled devices in the market to ensure that a wider segment can avail of this service.

KA: How has mobile



penetration in Qatar affected GDP and what measures can be taken to further boost Mobile Penetration in less populated areas? What is Vodafone doing to improve mobile penetration in these areas?

KW: There's no doubt that mobile penetration has positively impacted GDP.

Qatar is one of the fastest growing economies in the region, which is driving construction and build of new cities and projects everywhere. We have almost full mobile 2G/3G penetration on 100% of Qatar's geography. We have annual programs for network densification that follow rapid growth in the country as well as expansion of 4G penetration.

KA: What is your opinion on the Net Neutrality and Open Internet debate? Please talk in detail.

KW: This is definitely a topic of debate between the Telecom & Internet industries.

It is important that those who invest in the networks are able to make an adequate return on those investments so that they can continue to invest to meet the needs of consumers. This needs to be balanced against a need to ensure that consumers are able to use the internet in a

way that suits them. Our aim is to implement the right technology ensuring that our customers can access the internet on their mobile or fixed device in a way that suits them and can know how much they are going to pay for it.

“Qatar is one of the fastest growing economies in the region, which is driving construction and build of new cities and projects everywhere.”

KA: In your opinion, how important is the role of 4G services for Vodafone in growing its average revenue per user (ARPU)?

KW: 4G services and high speed internet connections are important to customers which makes them very important to Vodafone. 4G makes the mobile video experience flawless. This is the primary driver for increased internet use and corresponding ARPU growth among data customers. The entry price of 4G smartphones is reducing all the time and customers with access to 4G is only increasing. Constantly building our footprint of 4G services ensures this growing base get the best possible experience makes commercial sense for Vodafone.

KA: How is Vodafone contrib-

uting towards the Qatar Vision 2030 for Doha?

KW: Vodafone Qatar wholly supports the aspirations of the Qatar National Vision 2030 and in particular, the pillar for Sustainable Economic Development that will create a

diversified economy capable of meeting the needs of society in the long-term.

We have led many initiatives in the implementation of Qatar's first National Development Strategy 2011-16, and in particular, its aim to support private sector development, entrepreneurship and the seamless transition to a Knowledge Society. We, at Vodafone Qatar, are a passionate advocator for the promotion of fair competition, creative enterprise, and SME development in the Qatari telecommunications sector.

KA: Qatar has taken many initiatives to promote eGovernance. How is Vodafone Qatar contributing to this development and do you have any major plans for the future in this regard?

KW: Vodafone Qatar supports

‘Hukoomi’, the Qatari Government information portal, which is the official gateway to an assortment of public services, managed by the Ministry of Information & Communications Technology.

Vodafone Qatar has been actively involved in support of the implementation of the National Development Strategy 2011-16 and related projects, that foster good governance. These projects include:

- i. Implementation of Qatar's National Broadband Policy in conjunction with the Ministry of ICT and Qatar National Broadband Network;
- ii. Support for the rollout of the Public IParks project, an endeavor to increase free access to Internet in public spaces covering all municipalities in Qatar.
- iii. eNumbering Trial (ENUM): A study to identify the readiness of operators and the market infrastructure for a new e-numbering scheme – An initiative to modernize the governance structure and supporting legal & regulatory framework in Qatar.
- iv. MPA for Numbering and Portability: Project to support the delivery of a National Numbering Plan - an important element

in support of market improvements through competition and choice.

v. eAccessibility Policy: A development program that will significantly improve access to ICT technologies, services and websites for those with disabilities.

vi. Ongoing strategic engagement with Universities (such as Qatar University) to enhance learning, internships, career development and knowledge transfer.

Additionally, we also support Qatar's robust governance initiatives through the development of its primary service and product provisions, for example: mHealth and mEducation services provision, SMART communities and digital transformation.

KA: Vodafone is growing both locally and internationally.

Where do you see the Vodafone group in the near future and Vodafone Qatar's role in it?

KW: We are currently observing changes in the international market landscape and circumstances that specifically impact the telecommunications sector and our role here in Qatar, these include and are not limited to:

The provision of data is challenging traditional revenues and other sources must be identified;

- Competition is intensifying and our business model and product and service provision will adapt;
- New revenue streams and new business models must be recognized and implemented expeditiously.

These observations are being accentuated by emerging trends which will require a reshaping of the of the telecommunications business in Qatar,



the region and globally.

These include:

- Comprehensive transformation to 100% data;
- Dedicated migration to superplatforms: Disruptive technology & competition;
- Adapting to more knowledgeable, demanding and diverse digital customer base;
- Managing the colliding paradigms of revenue and cost;
- Moving beyond the core business provision to capture value.

KA: Please give us an overview of the Qatar ICT market and your predictions for what are going to be the most important elements for this market in the coming years.

KW: This is an important and timely question given that Qatar is currently experiencing a titanic shift in its macroeconomic landscape, in essence it is moving away from hydrocarbon production (oil and gas) towards private sector development. Obviously the ICT market segment in Qatar must not only adapt to this changing environment but share and contribute in this economic transformation.

In fact the telecommunications & transport sector in Qatar's national accounts is contributing 0.8% to overall real GDP growth (6.3%) in 2014, with the sector growing by approximately 10% in that period.

Furthermore and in a recent speech (opening ceremony of the ITU Telecom World 2014) H.E. Dr. Hessa Al-Jaber, Minister

Qatar is currently experiencing a titanic shift in its macroeconomic landscape, in essence it is moving away from hydrocarbon production (oil and gas) towards private sector development

of Information and Communications Technology reiterated this situation, by stressing that the world is witnessing a second digital revolution and a time of industry transformation in information and communications technology (by utilizing cloud computing, the internet of things and big data analytics technologies)

It is therefore relatively easy to predict that pure economic diversification and private sector development – which identifies the ICT sector as a primary catalyst and driver – will provide both the fabric and direction to

promote Qatar's economy in the medium-term.

So with this new omnipresence of the private sector in terms of both fiscal revenue generation and political influence grants vast opportunities for the telecommunications sector as a contributor to both the real economy and the medium term sustainability of Qatar's national development objectives and targets.

In fact, the telecommunications sector – if regulated and legislated transparently - might well provide the primary foundation and stimulus for a successful 2nd National Development Strategy, due to be initiated in Fy2015/16.

To conclude, at Vodafone Qatar, we are convinced that the ICT market must both recognize and adapt to the economic realities and opportunities that exist in the country, which include:

- The telecommunications and transport sector will play a

dominant role in the future of the economy where the private sector plays an increasingly important, and dominant role – 10.5% year on year growth.

- Infrastructure projects are driving continued population growth in the country – 9% year on year growth in 2014 - and telecommunications sector must be ready to support that increasing demand and customer base (in particular the “high vale customer HVC segment).

- A speedy transition to a Knowledge Society where ICT will be the principle compound. ■

Eutelsat breaks new ground with software-defined “Eutelsat Quantum” class satellite

Eutelsat Communications has announced a ground-breaking programme that will raise the bar for service delivery by enabling its clients for the first time to actively define the performance and flexibility they need from a satellite. The innovative software-defined “Eutelsat Quantum” class of satellites will set new standards in terms of coverage, bandwidth, power and frequency configurability for users operating in government, mobility and data markets. The development of the core technologies integrated into the “Eutelsat Quantum” design will be supported by ESA following the approval by its Council on December 2 of this new programme within the framework of a Public-Private Partnership with Eutelsat. The first satellite, to be launched in

Technology Ltd. (SSTL). Both developments are supported by the UK Space Agency. The new design will represent a first in the commercial satellite industry by enabling the complete electronic synthesis of ‘receive’ and ‘transmit’ coverages in the Ku-band, including on-board jamming detection and mitigation. It will give customers access to premium capacity through footprint shaping and steering, power (Mbps) and frequency band pairing that they will be able to actively define. By adapting dynamically to all frequency bands in each ITU region, the “Eutelsat Quantum” class satellite will also be the first generation of universal satellites able to serve any region of the world. This ability to mirror or complement another satellite anywhere in geostationary



Michel de Rosen, Chairman & CEO - Eutelsat

“We are delighted to initiate this groundbreaking programme with the support of ESA, as well as our longstanding partner, Airbus Defence and Space. Developing solutions that give our customers control over the performance and adaptability they need from our satellites is a key ambition for Eutelsat. With the “Eutelsat Quantum” class of satellite we will deliver on this goal, offering an incomparable level of efficiency and flexibility in data, mobility and government services markets.” Magali Vaissiere, Director of Telecommunications and Integrated Applications of ESA, said: “ESA is delighted that the work initiated with Eutelsat and European

industry on the design and technological development of flexible payloads has reached this point. This new generation of payload will pave the way for increasingly innovative missions in the future.” “Following on from KA-SAT and the all-electric EUTELSAT 172B satellite, we are pleased to partner with Eutelsat once more on this breakthrough programme. Benefiting from our extensive experience and capability for flexible payloads, the “Eutelsat Quantum” design will mark a break from conventional payload architectures and feature unprecedented levels of in orbit reconfigurability,” added Eric Béranger, Head of Programmes, Space Systems/ Airbus Defence and Space. ■



2018, will be primed and manufactured by Airbus Defence and Space (ADS) in the UK using its innovative flexible payload technology and a new platform from its affiliate, Surrey Satellite

orbit will offer a level of flexibility that will transform fleet management and enable a significantly more efficient use of resources. Michel de Rosen, Chairman and CEO of Eutelsat, said:


Poland's nc+ extends long-term Eutelsat relationship with HOT BIRD satellite capacity renewal

Eutelsat Communications and nc+, a driving force in pay-TV services in Poland, have announced the signature of a major contract for the renewal of nine transponders at Eutelsat's HOT BIRD video neighbourhood. The agreement equips nc+ to pursue the expansion of its platform of digital services that broadcasts to 2.2 million subscriber homes equipped for Direct-to-Home reception in Poland. nc+ entered the market in 2013 when the Canal Plus-owned CYFRA+ platform that was launched from the HOT BIRD position in 1995 joined forces with TVN's "n" platform, also broadcasting through the HOT BIRD satellites. The platform today offers viewers more than 160 channels, of which almost 50% are already in HD, as well as access to over 400 free-to-air channels, including 20 in Polish. Julien Verley, CEO of nc+, said: "Poland

is a very important satellite-driven broadcasting market. Thanks to satellite transmission we are able to provide exceptional image quality with today's best HD quality and in the future with the 4k standard. nc+ is at the forefront of technological changes and we are proud to cooperate with such a strong and reliable partner as Eutelsat. We look forward to strengthening this cooperation." Michel Azibert, Chief Commercial and Development Officer at Eutelsat, added: "Almost 25 years since the launch of multi-channel broadcasting in Poland through Eutelsat satellites, that was followed by the transition to digital and the launch of High Definition, we are proud that nc+ has today renewed its trust in us. This new agreement further consolidates and confirms Eutelsat's



Michel Azibert, Chief Commercial & Development Officer - Eutelsat

HOT BIRD position as Poland's neighbourhood of choice for free-to-air and pay-TV broadcasting." 

Eutelsat provides equipment and satellite connectivity for NetHope to support Ebola relief effort in West Africa

Eutelsat Communications is collaborating with NetHope to improve connectivity solutions for humanitarian organisations mobilised in West Africa since the outbreak of the Ebola crisis. Satellite broadband equipment that will deliver videoconferencing services, Internet access and voice communications has arrived in Accra, Ghana, where the U.N. has located its Mission for Ebola Emergency Response. The terminals are now headed to Liberia, Sierra Leone and Guinea to be deployed in areas with little-to-no-existing communications capacity with the intention of helping aid workers curb the spread of Ebola. Communicating direct to a Eutelsat

satellite, the terminals will be able to deliver 1.2 terabytes of data over the coming six months. They will enable doctors and healthcare workers to benefit from a robust communications network that can be self-installed, is up and running in less than two hours and can be easily relocated to follow relief organisations working on the frontline. Established in 2001, NetHope's mission is to help humanitarian organisations benefit from the best information communication technology so they can focus on their mission of serving people during crises such as the Ebola epidemic where aid workers say limited Internet and data connectivity in isolated

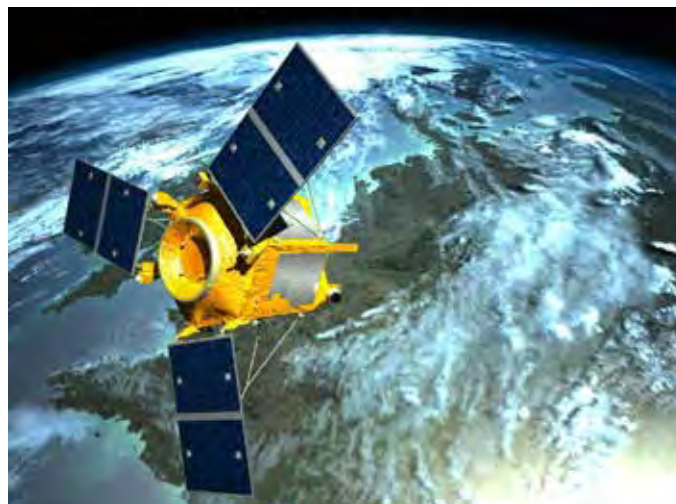
areas is a significant obstacle to relief. Improving communications between organisations and their field offices in remote parts of the world where infrastructure is limited or absent is a key strategic focus for NetHope. "Communications is an essential resource during times of crisis," said Frank Schott, NetHope Managing Director of Global Programs. "Eutelsat's contributions of equipment and technical expertise will help emergency responders working in West Africa to coordinate the delivery of lifesaving patient and family care services. Our work wouldn't be possible without partners like Eutelsat." 

“Azercosmos” OJSC to operate and commercialize SPOT 7 high resolution optical Earth observation satellite, to be renamed as Azersky

Within the strategic cooperation framework between Azerbaijan and France in the space industry, “Azercosmos” OJSC, national satellite operator of Azerbaijan, signed a strategic cooperation agreement with Airbus Defence and Space to take over the rights to operate and commercialize the SPOT 7 high resolution (1.5m imagery products) optical Earth observation satellite, which was successfully launched on June 30, 2014 and to be renamed as Azersky. The agreement, which is an important step in the development of relations between Azerbaijan and



image from the satellite. The long term strategic cooperation between two parties also includes joint



France, was signed at Bakutel 2014 Telecommunications and Information Technologies Exhibition in the presence of His Excellency President Ilham Aliyev. Mr. President commenced commercial operation of Azersky by acquiring the first symbolic

operations of Azersky of Azercosmos and the SPOT 6 high resolution (1.5m imagery products) optical Earth observation satellite of Airbus Defence and Space in a constellation to provide superior service. Moreover, the ground segment to

be constructed will allow Azercosmos to access images acquired from Pléiades 1A and 1B, very high resolution (0.5m imagery products) optical Earth observation satellites commercialized by Airbus Defence and Space. This satellite constellation opens up opportunities for many applications, providing the latest images within an unprecedented time frame. The combined acquisition capacity of Azersky and SPOT 6 is equal to six million square kilometres per day – an area ten times the size of France. This means that every day, every point on the globe can be viewed in high-resolution by the Azersky and SPOT 6 satellites. Azersky was successfully launched on June 30, 2014 on a PSLV Indian launcher and was designed to survive harmful space conditions for at least 12 years. Azersky has a broad range of applications including but not limited to defence

and security, emergency response, exploration of natural resources, maritime surveillance, sea faring, environmental protection, urban planning, cartography, agriculture, and tourism. During the next 1.5 years, more than 25 Azerbaijani professionals will be trained in France on optical satellite operations, product development, sales, and marketing of Geo-Information services. This agreement also marks Azercosmos' entry into the commercial business of Earth observation services, including Geo-Information services. This will strengthen Azerbaijan's position among the limited number of countries rendering satellite services. Rashad Nabiyeu, Azercosmos CEO, noted: “This agreement is an important step taken by Azercosmos to diversify our satellite services and bring additional value into the economy of Azerbaijan; and we are glad that Airbus Defence and Space is with us for this challenging journey.” Evert Dudok, Head of Communications, Intelligence and Security (CIS) Business Line at Airbus Defence and Space, said: “It is a great success to have such an agreement with Azercosmos, in a region offering a high potential for satellite imagery and geo-information applications. This cooperation will allow a business and operational model which is brand new and very innovative for us.” ■

Thuraya partners with the International News Safety Institute to protect and prepare journalists

Thuraya Telecommunications Company has announced its partnership with the highly regarded, International News Safety Institute (INSI). The partnership addresses the rising need for providing safety training to protect journalists working in difficult and dangerous environments around the world. Sealed at EuroVision's News Xchange conference, the partnership includes sponsorship of a Thuraya SatSleeve and airtime that will be used in INSI's safety preparation workshops. John Huddle, Head of Media

& Broadcast at Thuraya, said: "News organizations are looking towards more innovative, portable and easy to use solutions to help them deliver news no matter where they are. Thuraya's sponsorship of the SatSleeve illustrates news organizations' reliance on highly reliable, easy to use and lightweight mobile satellite products that will protect journalists while accommodating the breaking news cycle. Over the last three years, Thuraya has supported non-profit organizations such as the Rory Peck Trust, Sebastian

Meyer's Metrography in Iraq and Global Voices through our relationship with News Xchange. We believe that media safety and security is paramount and that preparation helps mitigate the risks to journalists in the field. Thuraya is proud to support INSI's mission to drive this." Hannah Storm, Director of INSI said: "Safety for journalists starts with thorough preparation, an understanding of the risks that might be faced and how best to mitigate those risks. One of the key ways that journalists and media organizations can


improve their safety is by having a solid communications plan in place, which outlines what they should do in emergencies. In areas of the world where phone networks aren't reliable or available, satellite phones and their technology are absolutely key to safety. By having access to Thuraya's satellite equipment, INSI can help journalists understand the importance of having robust communications plans in place, showing them how such equipment works, why it is important and how it can in turn help them stay safe." 

Thuraya unveils the industry's best-value satellite phone

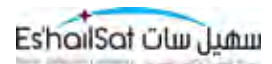
Thuraya Telecommunications Company has launched the industry's best-value satellite phone, Thuraya XT-LITE. The entry-level satellite phone provides users with instant satellite connectivity at an unbeatable value. The Thuraya XT-LITE is built to make phone calls and send SMS messages in satellite mode anywhere under

Thuraya's comprehensive satellite network. Rashid Baba, Director of Products at Thuraya, said: "Thuraya XT-LITE addresses the demands of users who need a simple satellite phone for work or travel in areas unserved by terrestrial networks. People need to stay connected no matter where they go and we

will provide them with the most reliable and cost-effective way of doing this." Thuraya XT-LITE allows users to enjoy ubiquitous coverage in most remote areas that are not served or are under-served by terrestrial networks. The device also works as a security backup for people who are located in remote areas where

natural disasters can render terrestrial communications unavailable. Thuraya XT-LITE can be used across the Thuraya network covering more than 160 countries or two-thirds of the globe. It can be used either with a Thuraya SIM card or a SIM card from any of Thuraya's 360 worldwide GSM roaming partners. 

Al-Jazeera now using Es'hail 1 Satellite



Es'hailSat, the Qatar Satellite Company, has announced that Al-Jazeera Media Network (AJMN) is now using the Es'hail 1 satellite located at the 25.5° east hotspot neighborhood to broadcast content to the full Middle East and North Africa (MENA) region. Following one year of successful dual illumination

using Es'hail 1 satellite capacity and uplink facilities, Es'hailSat and AJMN have announced that the formal switch over of broadcast services to Es'hail 1 will take place on January 1st 2015. All existing channels and potential new channel bundles will be available from this date on Es'hail 1. Es'hailSat's CEO, Ali Ahmed Al

Kuwari said: "We believe that we have the optimum solution for AJMN not only in terms of technical capabilities and performance, but also in terms of independence and security of the content we broadcast. We have designed Es'hail 1 and our second satellite Es'hail 2 with advanced anti-jamming capabilities. Selecting Es'hailSat

further demonstrates the value of our broadcasting independence, quality of service, and our market penetration." Es'hailSat, The Qatar Satellite Company was established in 2010. Based in Doha, Qatar, the company owns and operates satellites to serve broadcasters, businesses and governments. 

Al Bidaa Satellite Channel now on Es'hail 1 Growing number of channels at 25.5° East hotspot covering MENA

Es'hailSat, the Qatar Satellite Company, has announced that Al Bidaa Satellite TV is now available via the Es'hail 1 satellite located at the 25.5° East hotspot neighborhood covering the Middle East and North Africa (MENA) region. Al Bidaa is part of the Al Rayaan Arabic Satellite TV channels launched in 2012 to focus on Qatari culture and national identity. With a mission to make the authentic Qatar known to the rest of the world and highlighting typical Qatari aspects, the channel supports the Qatar 2030 vision and is seen as a guardian of Qatari culture.



Ali Ahmed Al Kuwari
CEO - Es'hailSat

Al Bidaa Satellite TV, currently in soft launch, is available in HD and further adds to the attractive line up of TV content

currently broadcasting on Es'hail 1. Es'hailSat's CEO, Ali Ahmed Al Kuwari said: "We are delighted that Al Rayaan Media & Marketing has chosen the Es'hail 1 satellite. With premium news and sports channels and a growing bouquet of content, we believe that we have the optimum solution for broadcasters and viewers in the MENA region. Choosing Es'hailSat further demonstrates the value of our broadcasting independence, quality of service, and our market penetration." Es'hailSat, The Qatar Satellite

Company was established in 2010. Based in Doha, Qatar, the company owns and operates satellites to serve broadcasters, businesses and governments. Es'hail 1, which shares a spacecraft platform with the European satellite operator Eutelsat, was successfully launched on 29th August 2013. The satellite provides television, voice, Internet, corporate and government communications services across the Middle East and North Africa region and beyond. Es'hail 2 is currently under development and will be located at the 26 degrees East TV broadcasting hotspot. **T**

ASTRA 2G satellite to provide next generation services ready in orbit

37th Eurostar E3000 delivered by Airbus Defence and Space, ninth Eurostar satellite in the SES fleet

Airbus Defence and Space has successfully completed the initial in-orbit testing of ASTRA 2G and has handed over the control of the satellite to SES who will now validate the performance of its communications payload. Afterwards, it will begin operational service at its 28.2/28.5°E orbital location in order to provide next generation broadcast and broadband services. The ASTRA 2G telecommunications satellite was launched by an ILS Proton Breeze M launcher from Baikonur, Kazakhstan, on 27 December 2014 at 21:24 GMT. Launch and Early

Orbit Phase operations have been conducted from the Airbus Defence and Space spacecraft control centre in Toulouse. A series of manoeuvres enabled the satellite to reach geostationary orbit on 2 January, the solar arrays and antenna reflectors have been successfully deployed and the satellite has acquired final Earth pointing. All spacecraft functions are performing as expected. Designed and manufactured by Airbus Defence and Space for satellite operator SES, ASTRA 2G is based on the highly reliable Eurostar E3000 platform. It carries

62 Ku-band transponders as well as 4 Ka-band transponders. It will provide next generation broadcast and broadband services to the UK and Ireland, Europe and West Africa. It had a launch mass of 6 tonnes, has a wingspan of 40m in orbit, and a spacecraft power of 13kW until the end of its 15-year design lifetime. ASTRA 2G is the ninth Eurostar satellite in the SES fleet, following the recent successful launches of ASTRA 2F in September 2012, SES-6 in June 2013, ASTRA 2E in September 2013 and

ASTRA 5B in May 2014. Three more E3000s are currently in production for SES. Airbus Defence and Space is a division of Airbus Group formed by combining the business activities of Cassidian, Astrium and Airbus Military. The division is Europe's number one defence and space enterprise, the second largest space business worldwide and among the top ten global defence enterprises. It employs some 40,000 employees generating revenues of approximately €14 billion per year. **T**

Inmarsat announces enhanced Maritime product roadmap

Fleet Xpress and FleetBroadband Xtra to deliver seamless global mobility

Inmarsat has announced its enhanced Maritime product roadmap consisting of two new services designed specifically for Inmarsat's Global Xpress network: Fleet Xpress and FleetBroadband Xtra.

Fleet Xpress is a hybrid solution, which will operate over the Global Xpress Ka-band network, and incorporate Inmarsat's L-band FleetBroadband service as back-up, providing a truly global and advanced connectivity service for maritime customers anywhere in the world. The solution will be available when Global Xpress (GX) commences global commercial services early in the second half of 2015. Fleet Xpress will be an Inmarsat managed service sold through the company's experienced GX Value Added Resellers (VARs).

To allow maritime customers to benefit from high-speed broadband connectivity between now and global commercial introduction of the Global Xpress network, Inmarsat has announced an additional service, FleetBroadband Xtra. This service will overlay capacity from the first Global Xpress satellite (Inmarsat-5 F1), which is already operational, in the Indian Ocean region, with the existing L-band connectivity. As the next two




Ronald Spithout President - Inmarsat Maritime

Global Xpress satellites are launched, covering the Atlantic Ocean and Pacific Ocean regions, FleetBroadband Xtra will expand to include the additional Ka-band capacity as each satellite enters commercial service.

"Our services are designed to provide seamless mobility and high-speed broadband for ship to shore communications," said Peter Broadhurst, Vice President Service Development, Inmarsat Maritime. "With the introduction of FleetBroadband Xtra and, when our GX constellation is

complete, Fleet Xpress, we are providing customers with consistently higher bandwidth communications which will increase operational efficiency whilst also providing exclusive access to specialist maritime applications and content through our Inmarsat Gateway."

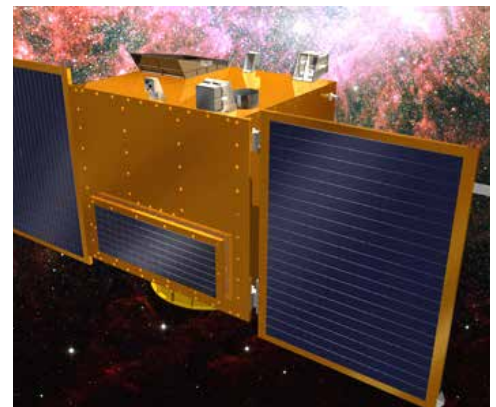
Once I-5 F2 and I-5 F3 are fully operational, expected to be early in the second half of 2015, FleetBroadband Xtra will be phased out. All customers will have a transitional period as they migrate onto the Fleet Xpress service.

Ronald Spithout, President of Inmarsat Maritime said: "We are proud to bring the benefits of Inmarsat's GX network to the maritime market. Based on great test results so far using Inmarsat-5 F1, our partners and customers have requested new maritime services to allow them to take advantage of the high-speed Ka-band alongside their existing L-band services. The FleetBroadband Xtra service will allow customers to do just that and, as coverage becomes available with the launch of our next two GX satellites, they will be able to take advantage until they ultimately progress to the full Fleet Xpress service when GX is commercially introduced on a global scale." 

Korean STSAT 3 avoids in-orbit collision

The Korean Ministry of Science, ICT and Future Planning has announced that the nation's satellite avoided collision with a space object, reversing its previous expectations according to Korea Times. The newspaper reported that the Korean science ministry said that the space object, part of the debris created during a crash between telecom satellites of the United States and Russia in Feb. 2009, would approach Korea's Science and Technology Satellite (STSAT) 3 and would likely collide with it.

"The space object had been expected to approach within 23 meters of our satellite over the Greenland Sea around 9:31 p.m. on 4 January (KST). But the United States Joint Space Operation Center updated us that the expected distance of the object has left the danger range. Korea Aerospace Research Institute also analyzed orbital data and now expect the distance to be more than 1 kilometer," the ministry said in a statement. "It has been determined that the Science and Technology Satellite 3 and the space object are not likely to collide." 



O3b launched its latest four satellites

O3b has launched its latest four satellites from the Space Center in French Guiana. The newly launched satellites will be the latest addition to a network designed to connect the “other 3 billion” (hence the name O3b) people on earth who have historically lacked proper access to the internet, connecting, enabling and transforming parts of the world that are currently unconnected or underserved. Once launched, the satellites will go through a period of in-orbit testing before being fully integrated into the O3b network. In the meantime, the company continues to

bring customers up across the world. The O3b business model focuses on three key deliverables: high capacity, fiber-like latency, and bandwidth that is significantly lower in cost. O3b’s satellites utilize multiple spot beams, which significantly increase each satellite’s capacity and decrease the cost per Megabit of bandwidth. O3b’s vast coverage area includes emerging and insufficiently connected markets in Asia and the Pacific, the Middle East, Africa, and the Americas. O3b’s satellites orbit at 8,062km above the earth,

an altitude known as Medium Earth Orbit (MEO). From this low altitude latency is dramatically reduced, bringing it on par with a long haul fiber transmission. Operators can now consider satellite technology for applications that are latency sensitive such as cloud apps, streaming HD video or multiplayer gaming. O3b CEO Steve Collar said: “This launch represents another important milestone for O3b. We believe in a world where affordable, high speed connectivity is always within reach for everyone. The theme of the launch is “Transforming



Steve Collar, CEO - O3b

Communities”, in line with our goal of bringing the “other 3 billion” unconnected people in the world into the digital age.” **T**

ABS appoints Flavien Bachabi as the Managing Director for Africa



ABS has announced the appointment of Flavien Bachabi as the Managing Director of Africa. Flavien will be responsible for leading the sales and business operations for the African continent. Tom Choi, Chief Executive Officer of ABS said, “We are excited to have Flavien on board at ABS, heading up our African operations. As the regional Head of Sales, he will be responsible for managing and developing new business for the market. Flavien has over 30 years of experience in the satellite and telecommunication industry and has extensive knowledge of the Africa market. His expertise



Flavien Bachabi
New MD - ABS Africa

and leadership skills will contribute to our expansion for this growing continent.” Prior to joining ABS, Flavien was the Vice President of Business Operations and Intergovernmental Initiatives and held various



Tom Choi
Chief Executive Officer - ABS

management roles at Intelsat, including Regional Vice President for Africa. He has also spent 15 years in senior positions with Benin Telecommunications and served on international councils and committees

including the International Telecommunications Union (ITU), the African Telecommunications Union (ATU) and the Regional African Satellite Communications Organization (RASCOM). He is also a sitting board member of the Advisory Board of the Smart Sustainable Development Model (SSDM) of ITU. He holds a Bachelor of Science degree in Mathematics and Physics from the University of Benin, as well as a Master of Science degree of Telecommunications Engineering from the Polytechnic Institute St. Petersburg. **T**

ding*, one of Cuba's largest trade partners welcomes US announcement to normalise diplomatic and economic ties

ding*, the world's largest international mobile phone top-up provider is already one of Cuba's biggest trade partners. Directly connected to ETECSA, the government owned telecommunications service provider, ding* helps the Cuban Diaspora stay close to their loved ones offering a simple, safe way for them to send support to friends and family back in Cuba.

As President Barak Obama announces unprecedented moves to restore diplomatic ties with Cuba, ding* CEO Mark Roden, hosted the Cuban Ambassador to Ireland, Mr Hermes Herrera Hernandez at their global headquarters in Dublin to discuss further ways in which the Company can help the Cuban Diaspora fuel the development of telecommunications on the island.

Welcoming these developments, Mark Roden com-

mented: "Reflecting President Obama's belief in 'the power of people-to-people engagement', international top-up

"Yesterday's announcement is great news for our customers and partners in Cuba. We've seen first-hand how

wealth of information. I believe this development will quickly have a tangible positive impact on the lives of Cubans."

Although growing fast, communications in Cuba remain extremely limited when compared with neighbouring islands. Currently only 15% of Cubans has a mobile phone and internet usage is at around only 26%, ranking 79th in the world. Delivering almost 10,000 top-ups a day, ding* helps people get the most out of the phones that are currently in use.

Mark Roden added: "The US has highlighted improved telecommunications as a key focus of their new policy and have also committed to a reduction in limits on remittances being sent home by Cubans around the world. As Cuba gets more connected, ding* will continue to make it easy for the Cuban Diaspora to fuel the power of mobile phones in the island." **T**



remains a lifeline for Cubans abroad to support loved ones back home and never more so than now as US-Cuba relations improve for the first time in over 50 years."

mobile top-up can improve the daily lives of people across the country from being able to stay in touch with their loved ones, bring more productive in business and having access to a

DataMiner deployed to monitor Russian earth station for satellite TV

One of the leading telecommunications operators in Russia and CIS countries has recently announced the launch of a new satellite TV brand. 160 TV channels in six languages will be available to the subscribers, with support of advanced functions such as pausing, video on demand, etc. The satellite television broadcast signal will be carried by the spacecraft ABS-2. 95% of the population of Russia, from Kaliningrad

to Vladivostok, will be able to receive the digital signal. The DataMiner solution at the earth station spans across a wide variety of products from various industry vendors (such as CPI, Symmetricom, Newtec, Vertex, etc.) and provides fully unified remote monitoring and control of all system components, along with comprehensive fault and performance management. All equipment is now consolidated in one in-

tuitive overview. This includes easy navigation with bubble-up and drill-down maps, block diagrams of all system components with alarm color coding, and real-time display of key metrics. The entire UI is designed in DataMiner Visual Overview, which enables operators to create and edit their UIs instantly with Microsoft Visio®, and to apply changes on the fly without affecting the ongoing operation. "This is a

unique project that provides a completely new product for Russia, combining the advantages of satellite TV and mobile communications," said Bart Reynaert, Sales Manager at Skyline Communications. "Customers in remote areas will receive high-quality TV content that was previously available only to IPTV users in large cities with a well-developed telecommunications infrastructure." **T**

Today's consumer is inevitably at the heart of the mobile customer experience

Christelle Toureille, Marketing Director, Gemalto MEA

The rise of digital, mobile and social media has put customers at the centre of telecom experiences and service providers must align their technology innovation with their real time needs by investing in solutions that can provide superior customer experience.

Christelle has analyzed the latest trends.

Q- Do you think the focus is shifting from network to customer experience as a key differentiator in telecom industry today?

A- Absolutely! Mobile phones, Smartphones, tablets, have become the most pervasive form of media ever. This phenomenon has in turn resulted in the rise of the empowered consumer, particularly the Digital Natives who grew up 'online'. The digital savvy, use their digital multifunction devices for entertainment, work, shopping and daily life events. Operators need to rethink how they engage with their customers to deliver marketing, provide services and encourage lasting loyalty. Today mobile technology effectively offers a wealth of opportunity for mobile operators to create a more personalized interactive relationship with their customers.

Q- Can CEM tools available in the market today transform customer experience?

A- Today's consumer is inevitably at the heart of the mobile customer experience. Mobile is the key media with over 7 Billion active mobile connections worldwide today. 91% of telephone users have their mobile phone with them 24/7! Messaging stands out as a form of direct, personal and real-time communication that allows op-

erators to get closer to their customers than any other channel. To ensure customer satisfaction and loyalty, Mobile Marketing is Key in customer experience management leveraging contextual relevance. This is why we designed Gemalto SmartMessage solution. This permission based interactive messaging channel truly engages customers: Up close and personal and comes as the perfect channel to enhance customer experience.

Q- Is personalization the key to take customer experience to the next level?

A- Recent IFOP surveys have shown that an overwhelming 80% to 90% of customers were annoyed by mobile text messages received for which they hadn't given their prior permission. However, 85 to 95% interviewed, valued permission based and personally tailored mobile messages. Contextual and permission based mobile marketing not only focuses on individual consumer preferences but also respects consumer privacy imperative.

Q- How important is it for technology and marketing departments to work together for effective customer experience strategies?

A- The collaborative approach between technology and marketing departments is dynamic. While mobile technology con-



tinuously evolves, mobile users' education and expectations exponentially expand. Therefore, feedback loops between technology and marketing are critical for optimized customer experience.

Q- What advice would you give to operators who are looking at differentiating their services to compete in today's fast paced market?

A- Operators, without a doubt, are facing increasing pressure on their business models, and need to seek new revenue streams. Also, in that space, OTT (Other The Top) players are rapidly making their mark, challenging traditional mobile

operators' business.

Beyond promoting their core services, mobile operators are urged to grow their capabilities to monetize their network, audience and data.

These three streams are part of the tools available to differentiate their services long term. Mobile Marketing Services that enhance Customer Experience, increase loyalty & retention, support a sustainable differentiation in a fast paced market.

Mobile operators should also consider that, as trusted players, there may also be space for them in the mobile commerce and mobile payment segments. **T**

Russian Monastery goes global with Wireless

Encouraging and reaching a congregation in this modern era is always going to be a challenge for any religious organisation. However, today's modern technology can also offer great opportunities to touch a broader, ever-diversifying audience as well as reaching out to members of the wider community who may find it difficult to attend church services in person. The Monsegur monastery of the Russian Orthodox Church of the Theotokos lies in a remote area of the Dmitrovsky district in Moscow. Its location is some distance from any populated area, and attendance of its services has been subject to a slow decline over recent years primarily due to the monastery's secluded location. In an attempt to boost the numbers of its congregation, Monsegur decided to turn

to technology and began to explore the opportunities that it could provide to help them reach their congregation. They concluded that broadcasting their daily religious services and seminars for their congregational members through the world wide web would not only help them reach back out to lost members of their congregation, but also touch a brand new audience. The online broadcast would also mean that the local congregation could enjoy the service from the comfort of their own home or local community hall, without having to endure the long trek to the remote monastery.

Turning to technology

To achieve this bold initiative, the Monsegur monastic community called on InfiNet Wireless to help it achieve its

online goals. InfiNet Wireless identified that to perform the broadcast successfully would require a direct communications link from the monastery to the main infrastructure hub, a distance of over 15km across difficult terrain. Provisioning of this link would enable the monastery to broadcast video and content with a consistent throughput of at least 200 Mb/s. The solution would also need to be able to endure Moscow's very harsh climate, including temperature extremes in excess of -18 degrees Celsius in the winter months. InfiNet Wireless proposed a wireless solution using their InfiLink 2x2 Point-to-Point (P2P) wireless broadband system. A wireless implementation would save both time and cost in terms of deployment, whilst still operating with minimal intervention at the high

bandwidth and speeds required over the distance. Furthermore, increasing the capacity of the link over time would be a simple matter of 'switching on' additional wireless link capacity in the base station units' software - a relatively simple upgrade compared to laying additional physical cabling or deploying additional wireless base units as the bandwidth requirement increases over time.

Reaching new audiences

The wireless link for the monastery is now fully operational and coping admirably with the harsh climatic challenges - not only those of extreme temperatures, but also problems that extreme weather creates for wireless line-of-sight systems such as signal dispersion, signal degradation or interference from heavy snowstorms and freezing fog. **T**

InfiNet Wireless and Easy Networks demonstrate regional commitment at Secutech ASEAN

InfiNet Wireless has announced its most recent addition to its wireless broadband portfolio, the InfiLink XG series, which was instantly a big hit at the 2014 Secutech ASEAN event in Bangkok, Thailand. The series was showcased by InfiNet's local distribution partner, Easy Network, and attracted a large attendance during the event. Secutech ASEAN, is the largest professional security exhibition in the SouthEast Asia region. With the spotlight on improving connectivity across the whole

of the South East Asia Region, this event was a unique platform for InfiNet Wireless to showcase its continued commitment and investment in the markets of South East Asia, as demonstrated by the implementation of a wide number of wireless infrastructures, with the help of its extensive partners network, including deployments across market sectors such as oil and gas, energy, mining, governmental and education. Kamal Mokrani, Global Vice President of InfiNet Wireless, said, "Our

InfiLINK XG product portfolio is set to transform the marketplace in the South East Asia Region and continues to position us as the leading carrier-grade wireless manufacturer of choice". InfiLink XG is the fastest point-to-point wireless broadband solution available in the marketplace today, reaching an unprecedented peak of 480 Mbps of net throughput in 40 MHz of spectrum, and more than 100 Mbps in just 10 MHz. Designed primarily for use in large-scale telecommunications backbone networks,



Kamal Mokrani, Global VP - InfiNet

the XG is also proving to be an ideal solution in other vertical sectors such as the education and the energy ones. Its proven high throughput and extremely low latency also make it an ideal choice for video surveillance and public safety applications. **T**

Doris Kucera

Will STBs match the upcoming and future Network Operators' challenges of converging cable networks and new IP Services

ABOX42 is taking a new approach with the ABOX42 Smart Platform

Matthias Greve, Founder and CEO - ABOX42 answers emerging questions about a rapidly changing market



IPTV is moving from a pure linear product to a complete TV experience with Live, OnDemand and 3rd party content. This new world of connecting the TV to the Internet brings many opportunities and challenges to operators, developers and integrators all over the world.

ABOX42 is taking a new approach with the ABOX42 Smart Platform and its advanced customized IPTV, OTT and Hybrid Smart STBs to solve the most important key challenges by providing the solid hardware foundation and the software features to get to a unique TV proposition with least cost and effort. ABOX42' Founder and CEO Matthias Greve answers emerging questions about a rapidly changing market.

Q- What role STBs are playing now and in the future in consideration of Smart TVs and cloud based services?

A- Modern Set Top Boxes like the ABOX42 M-series are designed for local TV applications as well as for emerging cloud based TV services. Since on one hand the operators need to control the user experience, on the other hand need to be ahead of competition with the introduction of new TV features, it is and will remain mandatory to have a modern, flexible and scalable Set Top Box platform for the first

screen TV experience of paying users. Smart TVs offer a certain range of OTT applications, but will not replace the main Set Top Box device in end-users home, which provide a unified TV experience on the first and second screen.

Q-Do you see a SetTopBox less future for operators?

A- There is currently some talk from operators about virtual STBs as SmartTV apps or STBs via CI+ modules. Since there is today no standard for the virtual STB applications and the vast majority of the installed flat

screen TV in the household do not support these new applications, the operator still needs to focus on its core STB. This is the device, which can be shipped to all subscribers regardless of the type or age of the TV set.

Q- What view should an operator take on the virtual STB?

A- The best way to view these issues is to treat the virtual STB like the operator would treat an App on iPad, XBOX or PlayStation. It is an add-on but not the core of it TV solution.

Q- What are the challenges of

virtual STBs as Apps?

A- With the virtual STB Apps within SmartTV, the operator does not have the same freedom on the user interface. Also the quality of service cannot be guaranteed over the live time of the App. It is out of the operator control, how e.g. future software updates of the SmartTV manufacture affect his service. Also Virtual STBs Apps are not free of charge and need also costly maintenance. If you support different manufactures and different version of TV Sets you quickly come to 5 to 10 new

platforms which have to be supported each every year.

Q- What is the major shift in the STB market?

A- Traditional closed STB platforms are not any longer able to handle the complex requirements of innovative operators. The market will move from old integrated, proprietary STBs to SmartSTBs where the focus is moving to the software layer. This is a similar shift like we experience in the last few years with the move from traditional feature phones to modern Smart phones. The same trend we see in the TV middleware segment, where operators want to move from closed propriety systems to open solutions based on modern internet technologies and open standards.

Q- What are the specific operators' challenges solely advanced STBs are able to match?

A- The biggest challenge for operators today is to understand what the difference of new IPTV & OTT solutions is and how they can in a most effective way get to their target solution in least time.

Basically Cable and Satellite Pay TV operators want to deliver new services like network PVR, VOD and OTT delivery of specific channels to free up bandwidth in their traditional DVB networks. IPTV operators who started several years ago need to upgrade their user experiences from inflexible first and second-generation STB platforms to latest (3rd) generation. This new generation platforms allow the fast development of modern user interfaces, compelling services and the integration of 3rd party services based on HTML5.

Q- Do SmartSTBs already match operators' current and future demands?

A- SmartSTBs have arrived and

delivery of HD live TV channels over the Internet with OTT technologies is a market proven technology ready for mass deployment. A new concept of OTT DVB, allows not only Live TV signal delivery over the Internet, but to also include multiple audio tracks, classical TeleText, DVB Subtitle combined with modern HbbTV application via HLS streaming.

Q- Will also future trends in the operator area be in favour of STBs?

A- There are two major trends increasing the demand for STBs. Operators who already run an older generation IPTV service plan to upgrade to a latest generation IPTV & OTT solution

"The biggest challenge for operators today is to understand what the difference of new IPTV & OTT solutions is and how they can in a most effective way get to their target solution in least time."

which is modern and scalable, which can be integrated seamlessly and offers new compelling features (additional OTT services, HbbTV, nPVR, Smart TV applications) & Multi-Screen capabilities.

Operators without an existing installation who want to move into the TV space with a modern IPTV (or even more often OTT) solution which is easy to roll out, does not require long integration work and offers a great first screen experience combined with Multi-Screen capabilities.

Q- What are the unique possibilities given with OTT solutions and STBs?

A- OTT is a great opportunity for new players to enter the TV market, or for existing operators to reach new customers and add

new features. ABOX42 has been an innovator in the advanced Set Top Box platform field for quite a while and we see that our solution is picked by both traditional operators who want to move to a future proof, modern and complete solution, as well as we are serving new OTT operators who are entering the TV field with compelling new products and disruptive business models. We see a major increase of our business and getting more and more request from traditional operators.

Q- What distinguishes the new STB generation from the preceding models?

A- The new SmartSTBs will be able to handle many different

standards side by side, such as streaming protocols, DRM and CAS systems. This new SmartSTB generation is HTML5 browser based and much more easier for development. A new focus will become the management of the software lifecycle and cloud services to manage the SmartSTB during the entire lifecycle, like we are all used nowadays with e.g. the iPhone.

Q- What are characteristic innovations in the area of OTT and IPTV technologies?

A- ABOX42 as innovator in the IPTV & OTT segment is already delivering products which offer all the latest innovations. This includes support of all major DVB features in both IPTV & OTT, supporting HbbTV services, other OTT services and 3rd party applications with different

streaming formats, different DRM systems side by side on the platform. More efficient streaming with H.265 will for sure boost the video quality especially for OTT and will allow more efficient content delivery for operators.

Q- Do SmartSTBs and especially ABOX42 solutions meet the customers' demands?

A- ABOX42 is supporting all demanded new features with its Smart SDK and Smart mobile Toolkit for the advanced ABOX42 STB platform. We see this as one of our competitive advantages to provide a broad compatibility to OTT services, streaming formats, DRM systems as well as the support of various TV Middleware solutions.

This way a network operator can flexibly and easily upgrade all existing customers (digital and analog TV watchers) with new OTT and interactive services such as Catch-Up TV, Video on Demand and many more. ABOX42 offers short project cycles, short production lead times and includes lifecycle management, ongoing software maintenance and service updates.

Q- What are currently the typical demands of ABOX42's customers?

A- Depending on legal requirements in a certain country, cloud based recording (network PVR) is the most compelling feature. But also HbbTV offers a great set of additional features and on demand content which is supported by more and more countries / operators. Last but not least 'Multi-Screen' applications are getting more and more popular since it is not only about 'on demand', but about 'any place, any time' nowadays. In general it is all about high quality content and an intuitive user interface. This is what end-users like on the new TV experience. **■**

Ericsson wins “ Best IT Vendor of the year” award from Etisalat Misr

The event was held for the first time as part of the IT department of Etisalat Misr vendor recognition program

Ericsson has won highest category award, “Best IT Vendor of the Year”, at the IT department of Etisalat Misr I-Award 2014 event held in Cairo on December 21st, 2014. The award was received by Isil Yalcin, President Ericsson North East Africa. The event was hosted by Khalid AlMansouri, Etisalat Misr, Chief Information Technology Officer and Khalid Alkaf, Etisalat Misr IT

Misr vendor recognition program. This is the first time for Etisalat Misr IT Department to organize such a contest between their different IT vendors such as IBM, TERADATA , EMC, HP , Oracle, Accenture, Microsoft, Huawei and others. The IT department of Etisalat Misr’ had a set of awards covering performance metrics, service quality, risk management, innovation

decided to organize this event for the first time and it gives us great pleasure to present the “Best IT Vendor of the Year” award to Ericsson due to their excellent services that they continue to provide to us,” said Khalid AlMansouri, Chief Information Technology Officer of Etisalat Misr. “Our strategy, combined with Ericsson’s expertise in consulting, systems



Saeed Al Hamli
CEO - Etisalat Misr



Director and Head of Vendor Management Office. In addition, senior managers from vendors who offer services to Etisalat’s IT Department were invited to the event. This event was held as part of the IT department of Etisalat

and social responsibility and the highest award among the listed awards was the “IT Vendor of the Year Award” that was won by Ericsson. “Coming from believing in our vendors’ reliability and significant role in contributing to Etisalat’s success, we

integration, delivery platforms and best in class system support, continues to ensure that we are able to provide our customers with a broad selection of customized services with best in class service quality. With the Ericsson partnership we

are continuing the process of transforming our business,” added Khalid Alkaf, Etisalat Misr IT Director and Head of Vendor Management Office. “We are very honored and proud to receive this special award. This award is indeed a great accomplishment that goes in line with our strategy to become the world’s leading ICT transformation partner,” said Isil Yalcin, President Ericsson North East Africa. It is worth mentioning that the selection criteria for the awards was based on the vendor’s strategic alignment with the IT department of Etisalat vision and strategy in addition to flexibility in commercial models, support and quality during implementation and presales, product and services quality as well as business partnership understanding. **T**

Aasem A Alali

Etisalat UAE launches SMB dedicated call centre

Etisalat has announced the launch of its dedicated call centre to cater to the unique business needs of its small and medium sized business (SMB) customers in the UAE. Etisalat's state-of-the-art call centre service - 800 5800 – will serve this segment by offering convenient and comprehensive ICT services and support, allowing SMBs to focus on their core competencies.

As per industry estimates, increased focus on promoting the SMB sector is likely to add over 100,000 new businesses in the UAE over the next three years.

Salvador Anglada, Chief Business Officer at Etisalat, said, "Small and medium businesses are important contributors to the UAEs economy helping develop national entrepreneurial spirit in younger generations. At



Etisalat, we recognise that SMB's business needs vary drastically from those of larger enterprises. Therefore, we have designed a state-of-the-art SMB dedicated call centre to lend our telecom expertise in helping this segment grow and backing the UAE economy at large."

"We believe in making our technology work for businesses of all sizes, be it through our targeted business propo-

sitions, back-end support or customer service", Anglada added.

The dedicated call centre for SMBs is now in operation and is an extension to Etisalat's existing customer care team that caters to nearly 11 million customers in the UAE. Earlier this year, Etisalat embarked on an extensive drive to recruit and up-skill suitably qualified business agents and technicians to meet the unique telecom needs of SMBs. Trained customer care professionals will offer SMBs specialised, round-the-clock technical support, ranging from general queries about business services to billing enquiries and service disruptions.

John Lincoln, Senior Vice President of Small and Medium Businesses at Etisalat, said, "Unilateral to the UAE's vision to foster the country as the

region's leading business hub, we are committed to partner SMBs every step of the way by addressing their distinct business needs. We aim not only to equip them with advanced telecom and technology tools that improve their competitiveness, but also provide them with requisite professional support to help them grow."

In addition to Etisalat's dedicated call centre, SMBs can contact their account managers, channel partners or visit Business Centres located throughout the UAE for required service and support. Over and above the facility to respond to customer requests, the call centre also allows Etisalat's customer care executives to receive feedback on current propositions and offer new business services and solutions to businesses. **T**

Etisalat announces appointment of Sulaiman Salim Al-Kaabi as CEO of Canar Sudan

Aiman Abuzaitoun

Etisalat Group has announced today the appointment of Sulaiman Salim Al-Kaabi as acting CEO of Canar – an Etisalat subsidiary in Sudan. Sulaiman brings to the role 16 years of professional experience within Etisalat Group. He joined the Etisalat after his graduation from Etisalat College of Engineering in 1998 - where he obtained his Bachelor's Degree of Science in Telecommunications. Over his 16 years within the Group, Al-Kaabi has gained

extensive international experience serving in Etisalat Group's operating companies in Saudi Arabia, Nigeria, Tanzania and, most recently, in Côte d'Ivoire, where he served as Chief Operating Officer. "Sulaiman has demonstrated the kind of aptitude and skill that we are keen to further develop," said AbdulAziz Al-sawaleh Alshehhi, Chief Human Resources Officer at Etisalat Group. "He has succeeded in a variety of challenging roles, and we have every faith in his



AbdulAziz Al-sawaleh Alshehhi
CHRO - Etisalat Group

ability to thrive in his new role as acting CEO of Canar." Al Sawaleh highlighted that this appointment is indicative of the group's outlook on national leadership development for its industry professionals: "Etisalat Group believes in nurturing the abilities of future leaders by offering best-in-class leadership development programs and unique international learning and growth opportunities to young, talented employees who demonstrate high potential." **T**



Paris Saint-Germain Academy brought to you by ooredoo gives hope to young footballers in Tunisia and Qatar

Ooredoo's coaching clinic initiative with Paris-Saint Germain has rolled-out across the MENA region over the past month, delighting and engaging young footballers with sessions in Tunisia and Qatar.

"Paris Saint-Germain Academy brought to you by Ooredoo" went to Tunisia in November and then took place in Doha, Qatar twice in 2014. In total, more than 600 young people aged between six and sixteen had the chance to participate in technical training sessions led by Paris Saint-Germain coaches and supported by UEFA-qualified coaches in the two countries.

The Academy sessions in Tunisia included young people selected by the Tunisian "Sport for All" Federation, to ensure that the benefits were felt in traditionally under-served communities.

The programme will continue across the region in the coming months, with clinics planned for Oman, Kuwait and Algeria. Dr. Nasser Marafih, Group CEO, Ooredoo, said: "Sport makes a difference, both physically, by providing healthy activity and emotionally, by giving children an area of focus and discipline. Ooredoo works hard to support the aspirations of young people across our markets, and our initiative with Paris Saint-Germain has delivered a real and positive impact on their lives."

Paris Saint-Germain Academy brought to you by Ooredoo offers education and motivation for aspiring young football players, and helps them in a range of key areas, including match preparation and effective training methods. Children learn a range of key skills, including tactical and



Dr. Nasser Marafih, Group CEO, Ooredoo

defensive playing, stamina training and the basic rules of football.

Ooredoo and Paris Saint-Germain signed a sponsorship agreement in September 2013. Ooredoo's partnership with Paris Saint-Germain places a

strong emphasis on engaging people through sport and encouraging them to live healthy, active lifestyles. In addition to the Academy, Ooredoo's work with Paris Saint-Germain has brought the brand to a global audience. **T**

Ooredoo Oman kicks off B2B series with government customer meet

Ooredoo Oman has organised its first in a series Business to Business (B2B) meetings with the inaugural session held in collaboration with the Information Technology Authority (ITA). Hosting more than 65 government decision makers, the event addressed the major IT trends that the public sector needs to adopt in order to enhance their communication capabilities. It further highlighted the importance of network reliability and business continuity in light of the recent surge in demand and consequent telecommunication challenges. During the session, Khlaid Al Siyabi, Director General of e-Services at ITA, presented a paper on e-government initiatives in Oman and called the public sector to embrace new trends such as BYOD (Bring Your Own Device), cloud services and M2M (machine-to-machine) applications to improve their performance. Meeting for the first time under the



Said Al Shanfari
Director Business Marketing

newly rebranded Ooredoo umbrella, Said Al Shanfari, Director of Business Marketing at Ooredoo showcased the new Ooredoo B2B set-up and its commitment to serve the government sector. He explained that the public

sector can benefit from the shift in trends from CAPEX to OPEX models where enterprises are focusing on their core businesses with non-core leverage by partnering with trusted providers who can accommodate the increase in telecommunication demand and ensure business continuity.

Al Shanfari went on to say, “Ooredoo in Oman is a leading communications provider offering customers both fixed and mobile services together with our very own fully redundant independent fibre network and a world class mobile 4G LTE network. We pride ourselves in being the local provider of choice with international experience offering convenience, flexibility, speed and choice of doing more for a better communication experience.”

The meeting concluded with an interactive open floor session with the attendees, which addressed key concerns for discussion with the ITA and Ooredoo. **■**

Ooredoo introduces reliable, secure and managed MPLS connectivity for businesses and government sector in Oman

Ooredoo has launched a new service, IP VPN (IP Virtual Private Network) which offers an MPLS based multi-point connectivity within Oman. This enables businesses to exchange business communication and application data between different users and nodes across multiple locations over Ooredoo’s secured, reliable and redundant next generation network. The breath of Ooredoo’s network covers all strategic business locations within Oman and extends internationally through Ooredoo’s Global MPLS network. This fully managed connectivity service is backed up by business grade service level agreements (SLA) and 24 x 7 proactive monitoring from Ooredoo’s state of the art network monitoring center for businesses. So, for example, a business with multiple

branches, whether nationally or internationally, can have a system hosted in one location or country, which can be fully accessed and used from any other location or country, which ensures different levels of business traffic are treated with the necessary levels of priority. This service adds to Ooredoo’s portfolio of services for business as an integrated managed fixed service provider. Said Al Shanfari, Director of Business Marketing said, “It’s like having a connectivity cloud, where a company can have businesses in multiple locations but access everything from any one of those locations. Ooredoo’s MPLS connectivity allows businesses to stay connected with a secure and reliable network. Plus, the service is fully managed 24 hours a

day by Ooredoo to give peace of mind and allow customers to focus on their business while leaving the technology to us.” Omani Qatari Telecommunications Company SAOG (“Ooredoo”) was founded and registered in the Sultanate of Oman in December 2004. It launched its service in March 2005 as the challenger mobile operator in Oman, originally operating under the name Nawras. The Company was awarded the second fixed licence in Oman in 2009, and launched its international gateway in April 2010, its corporate fixed and broadband services in May 2010, and its residential fixed and broadband services in June 2010. Since 2010, Ooredoo has been an integrated services telecommunications operator and is currently serving over 2 million customers across the Sultanate. **■**

Zain South Sudan picks up three accolades at prestigious Chambers Quality Awards 2014

Zain has announced its winning of three awards at the prestigious annual Chambers Quality Awards 2014 organized by the South Sudan Chamber of Commerce Investment and Agriculture (SSCCIA). Zain South Sudan was singled out as the winner of Best Telecom Company of the Year accolade; the Best Internet Provider of the Year; and the Best Innovative Campaign of the Year. Taken together, these awards confirm Zain South Sudan's status as the leading communications provider in the country. The gala event was held at the Crown Hotel in Juba in the presence of representatives from all sectors in the South



Sudan economy including government, NGOs, and private sectors including the Deputy Minister from South Sudan's Ministry of Finance and Economic Planning, Hon. Mary

Jarvas Yak, in place of South Sudan's Vice President, Mr. James Wani Igga, who was unable to attend.

The awards together with a certificate of appreciation for the

best Corporate Social Responsibility Contributor of the Year were received by Zain South Sudan CEO Basel Manasrah, and Chief Operating Officer, Andre Claassen, respectively. Commenting on the awards bestowed on Zain South Sudan, the judging panel stated, "Zain has made it clear that it believes in the long-term future of South Sudan, and this can be witnessed by the investment the company is making in the infrastructure it is deploying in the country, the people it is training and working with, and the wider South Sudan population, which it continues to support through far-reaching CSR activities." **T**

Antoine Aboukhalil

Zain KSA concludes 2014 with significant growth

Zain KSA posted improved financial results for the fourth quarter of 2014, ending 31 December, 2014, recording a significant 33% increase in EBITDA to reach SAR 275 million (USD 73.3 million) up from SAR 206 million (USD 54.9 million) in Q4 2013. Zain KSA's EBITDA margin rose to 17% in Q4 2014, up from 14% during the same period of 2013. Net losses narrowed by 34% year-on-year during the quarter to SAR 306 million (USD 81.6 million), down from SAR 462 million (USD 123.2 million) a year earlier, and reflect a 23% drop in net loss for the year. The company also recorded an increase in gross margin to reach 52% in 2014, up from 48% in 2013.

In terms of operations, mobile broadband service customers grew by 147% in the twelve-month period in 2014. Mobile Internet data traffic continues to increase significantly, attaining an incredible growth rate of 621% Y-o-Y for the full-year 2014, and 45% Y-o-Y increase in Q4 2014. Commenting on the results, Eng. Farhan bin Naif Alfaisal Aljarbaa, Chairman of the Board of Directors of Zain KSA said, "All indicators show that the company is moving steadily towards improving its financial results, backed by the transformation plan that was implemented by the management early last year." He continued, "Many decisions were taken with the aim

of improving the company's position, including the Board Of Directors' recommendation to convene an Extraordinary General Meeting (EGM) to seek the approval for a reduction in the company's capital from SAR 10,801,000,000 (USD 2.880 billion) to SAR 5,837,291,750 (USD 1.557 billion), resulting in a reduction by 45.96%. This came after a study prepared by the company's executive management and external consultants; to write-off all of the company's accumulated losses to 30 September 2014." Mr. Hassan Kabbani, Chief Executive Officer of Zain KSA, commented: "We reported tangible growth on all fronts during 2014. We continue to conduct business in a trans-

parent manner, even under difficult circumstances. Many new customers are using Zain to provide them with Internet services; thanks to the quality and reliability of our state-of-the-art 4G LTE network." "We consider ourselves the operator that puts the customer first, the operator who really cares for their customers. We are still committed to enhancing our services and our network's coverage & capacity. Customer feedback regarding our new look shops has been particularly positive." He concluded, "We achieved these positive results thanks to the full support of Zain Group, the Board of Directors, as well as the combined efforts of all of the Zain team." **T**

Predictions for 2015 in Tech World

On a geographic basis, ICT spending in emerging markets is forecast to grow 7.1% year over year while mature markets poke along at 1.4% growth.

With the beginning of new year many industry analysts and pundits have started glaring at the crystal ball and bring out their forecast for next year and predict trends for years to follow. For the last several years, the technology research firm IDC (International Data Corporation) has published forecasts that generally provide a useful framework for thinking about the trajectory of technology trends.

IDC based its forecasts for 2015 primarily on what they call “third platform” technologies (cloud, mobile, social and big data). By contrast, older technologies will face a no growth “near recession”, according to IDC, and “will shift fully into recession” by the second half of next year. IDC’s third platform is similar to as some call it SMAC (social, mobile, analytics and cloud), or is similar to what Gartner, another big research firm, has called a “nexus of forces” sweeping through the industry. (Gartner’s recipe slightly differs from IDC in naming convention i.e. social interaction, mobility, cloud and information). The first platform in IDC’s classification, was the mainframe era (thousands of users) running from 1960 into the 1980s. The second included client / server, personal computers, and the internet (millions of users) and began in the 1980s and ran through the middle of the first decade of this century. Third wave or platform is primarily driven by

mobility and cloud computing, its reach is spread over billions of users.

“It is this 3rd platform that will account for one third of global ICT spending and 100% of spending growth,” Frank Gens, Chief Analyst at IDC said during the web call while revealing worldwide ICT predictions of 2015.

Telecommunications services will see wireless data emerge as the largest (\$536 billion) and fastest growing (13%) segment of telecom spending

This third stage is also being referred to as Innovation Stage, over the next few years we expect to see an explosion of innovation and value creation.

Some highlights of IDC prediction include: Worldwide ICT spending will grow 3.8% in 2015 to more than \$3.8 trillion. Nearly all of this spending growth will be focused on 3rd Platform technologies, with spending on the 2nd Platform expected to slip into recession by the end of the year. On a geographic basis, ICT spending in emerging markets is forecast to grow 7.1% year over year while mature markets poke along at 1.4% growth.

Telecommunications services will see wireless data emerge as the largest (\$536 billion) and fastest growing (13%) segment of telecom spending. To avoid being marginalized as little more than infrastructure providers, carriers will scramble

to develop platform- and API-based services that add value and attract developers to their networks. They will also seek rapprochement with over-the-top (OTT) cloud services providers (e.g. Facebook, Google, Salesforce.com, Amazon etc.) through innovative performance and revenue-sharing arrangements.

Mobile devices and apps will continue to charge ahead in 2015. Sales of smartphones and tablets will reach \$484 billion, accounting for 40% of all IT spending growth (excluding telecom services), while Chinese vendors capture a significant share of the worldwide market. Wearables

Big data and analytics will see important developments in 2015 as worldwide spending on big data-related software, hardware, and services grows to \$125 billion

will see an explosion of innovation, although unit sales will underwhelm. And mobile app downloads will start to slow in 2015, but enterprise mobile app development will double.

Cloud services will remain a hotbed of activity in 2015 with \$118 billion in spending on the greater cloud ecosystem. Adoption of cloud Infrastructure as a Service

(IaaS) will grow briskly (36%) as market leader Amazon comes under attack from all directions as challengers attempt the “Amazoning of Amazon”. Similarly, look for heightened competition among Platform as a Service (PaaS) providers as competitors engage in death match battles to attract developers and their apps and Software as a Service (SaaS) players accelerate their adoption of PaaS and cloud marketplaces.

Big data and analytics will see important developments in 2015 as worldwide spending on big data-related software, hardware, and services grows to \$125 billion. Rich media analytics (video, audio, and image) will emerge as an important driver of big data projects. And big data supply chains (i.e. Data as a Service) will grow in importance as

cloud platform and analytics vendors offer clients value-added information from commercial and open data sets. Elsewhere, IDC expects to see important new developments in cognitive/ machine learning and Internet of Things (IoT) analytics. The Internet of Things is one of the most important Innovation Accelerators for growth and expansion

of IT-based value in the 3rd Platform era. The invention of more and more intelligent and connected “things” will drive the development of thousands of new 3rd Platform solutions. One third of IoT spending in 2015 will be focused on intelligent embedded devices outside the IT and telecom industries helped by partnerships among leading IT companies seeking to kick start the market for industry solutions. Predictive maintenance will emerge as an important IoT solutions category. Datacenters are undergoing a fundamental transformation in the 3rd Platform era as the majority of raw compute capacity and raw storage capacity moves to cloud-, mobile-, and big data-optimized hyperscale datacenters operated by cloud service providers. This shift will spark a burst of “cloud first” hardware innovations

and drive greater consolidation among server, storage, software, and networking vendors.

IDC believes a number of industry disruptions, driven by 3rd Platform developments, will emerge in 2015. Examples include alternative payment

With a huge domestic market, China’s cloud and ecommerce leaders (Alibaba in ecommerce, Tencent in social, and Baidu in search) will rise to prominence in the global marketplace.

networks in financial services, expansion of IoT technologies into city safety, public works and transportation systems, and the expansion of location-based services in the retail industry. The number of industry platforms – industry-specialized cloud-based data and services platforms, usually created by leaders within the industry – will expand rapidly, easily doubling in 2015. “3rd Platform-optimized”

security solutions will help to secure the edge of the cloud (i.e. biometric security on mobile devices) and the core (i.e., encryption in the cloud will become the default practice). And threat intelligence will emerge as a killer Data as a Service

category with a rapidly growing number of enterprises receiving tailored threat intelligence information. 3D printing will see significant activity among conventional document printing companies as they lay the groundwork for a looming battle for commercial and industrial markets in 2016. China, most of the reporting and commentary recently on Chinese economy has been

about its slowing growth and challenges. “In information Technology, it’s just the opposite”, said Frank Gens. “China has a roaring domestic market in technology.” In 2015, IDC estimates that nearly 500 million smartphones will be sold in China, three times the number sold in the United States and about one-third of global sales. Roughly 85 percent of the smartphones sold in China will be made by domestic producers like Lenovo, Xiaomi, Huawei, ZTE and Coolpad. The rising competence of China’s homegrown smartphone makers will make it tougher on outsiders, as slowing growth and profits of Samsung, based in South Korea, recently reflect. With a huge domestic market, China’s cloud and ecommerce leaders (Alibaba in ecommerce, Tencent in social, and Baidu in search) will rise to prominence in the global marketplace. ■

Swaleha Calafato

Tonino Lamborghini Mobile unveils latest fusion of legendary design, cutting edge personal tech: 88 Tauri Smartphone

Tonino Lamborghini Mobile, the luxury personal technologies manufacturer that carries on a family tradition for iconic design has unveiled its latest high-end Android smartphone, the 88 Tauri.

Building on a catalog of unique luxury accessories ranging from wristwatches, to eyewear, and jewelry, to high-tech headphones, 88 Tauri’s design aesthetic emphasizes quality materials in a sleek, distinctive package. “Mobile phones are such personal devices that someone’s choice of smartphone says a lot about them. 88 Tauri is the latest example of applying the Tonino Lamborghini design philosophy to the accessory we all use the most,” said Gianluca Filippi, CEO Tonino Lamborghini Group. “Uncompromising quality in every detail, down

to the stitching, and vibrant color choices help our devices – and users – to stand out from a sea of too-similar phones.”

Sharp geometric lines and color combinations represent the iconic Tonino Lamborghini style; the famous “Raging Bull” logo on the both sides of the phone conveys the spirit of the legendary Italian brand. 88 Tauri offers 3 color variants of its metal panel (black, gold and steel silver) and is finished with top-quality leather available in 5 colors (black, blue, red, orange and brown). Each phone is assembled by hand and receives a unique device number. Only 1,947 pieces of each colorway will be created. This number was chosen to honor the year of birth of the company’s founder – Mr. Tonino Lamborghini. ■



Managed BrandHawk Service monitors DNS hacking for Govt. & Private Sector Organizations – 24x7x365

Most highly-visible organizations are at risk of DNS attacks resulting in potential loss of revenue and reputation. Recently a large UAE based Telecom company's website was forwarded to web servers in China. It is suspected that this was done by DNS poisoning. The Company's website was pointed to the Chinese site long enough for its customers to notice and post images on social media. This hack also affected the e-commerce website of the Telco.

Managed, a UAE based company, provides monitoring of the DNS infrastructure for high-visibility companies in the region. Mr. Sameer Hussain, CEO of Managed said, "In this day and age, if a Telco can get hacked – then anyone can. In the case of a hack, it is very important to discover it as soon as possible and take action to reduce the damage. Our

globally distributed BrandHawk service monitors, among other aspects, the DNS servers and IP addresses of our clients' domain names and alerts our 24x7 NOC/SOC in case there are any unauthorized changes or hacking." He added, "Our NOC/SOC will then take the necessary steps to resolve the issue very quickly – thereby minimizing the damage and maintain the organizations brand reputation".

The Domain Name System (DNS) is like an address book for every destination on the Internet. It translates the domain from a user-friendly "example.com" into computer-friendly IP address such as 192.168.10.14. Because DNS servers need to be accessed by anyone using the Internet, they are an attractive target for hackers and malicious groups. Highly visible Government and private sector companies can be vulnerable to

DNS threats, as attacks on their DNS infrastructure can lead to potential loss of revenue and reputation.

Managed has built its BrandHawk platform to monitor and manage today's complex, dynamic and diverse online presence of these high-visibility Government or private sector organizations. The BrandHawk service monitors many aspects of a website, including content, uptime, performance loading and DNS servers – as well as online threats, to ensure that the right information is being delivered at the right speed with high availability.

Managed (www.managedservices.me) is a rapidly-growing, expert and trusted provider of innovative solutions in three core areas: Managed Security, NOC/SOC Solutions and Cloud Based Services, including geo-redundant web hosting, secure

private servers, cloud-based SecureSite cyber-security, remote IT monitoring and application monitoring services. Built around the concept of safeguarding our client's information and IT infrastructure – we enable our clients to focus on their business growth without worrying about their IT and security. Managed's customer base includes Government organizations, telecom operators, media and news organizations and progressive small and medium business organizations in the region. Managed's obsessive focus on customer service is built around its 24x7x365 NOC/SOC which provides proactive monitoring and client support services. Managed has been operating in the UAE for many years and brings decades of experience in running some of the world's largest global data networks. **■**

Medha Basu

Singapore to offer 30 new cybersecurity scholarships

A Singapore institute will offer scholarships to top students training in cybersecurity from this year.

Singapore Polytechnic will give 30 scholarships each year for diplomas in cybersecurity, funded by telecommunications company SingTel.

The polytechnic will also give 40 scholarships in computer engineering, while Republic Polytechnic will give 20 in customer management under the same programme. The scholarships are worth over S\$2 million (US\$1.6 million) a year in total,



funded by SingTel. Recipients of the scholarships will have to work at SingTel for a year after graduating. "Through our scholarships, we

can help polytechnic students acquire relevant skills and develop them in critical roles within SingTel and across the broader industry. Our partnership with

the educational institutions will help the nation build a strong talent pool in the ICT sector and enhance customers' experience," said Bill Chang, Country Chief Officer of SingTel.

Prime Minister Lee Hsien Loong warned of the security risks of using sensor technology, during the launch of the Smart Nation strategy last year.

Minister for Communications and Information, Yaacob Ibrahim, has said that the cybersecurity sector is losing talent to banking, finance, sales and marketing roles. **■**

In cybersecurity speed of action Is the name of the game?

By The [_Blue_](#) Hawk

You snooze – you loose (your data)

In our experience, on the average, we take about 6-12 hours to break into systems during our manual pentests. Some are shorter/ longer and a few are never. But it takes us about that much time to be in a position where we can get access to juicy data. Imagine this – from just been given a URL – we have access to relevant data in less than a day. Now think about a hacker who wants to break in and steal information. How much damage can they do in three weeks or three months. We are always under a deadline (generally 2-5 days max) to show results. Think about the hacker who has all the time in the world to go in do whatever they want inside your networks and your systems... scary..

Haste does not make waste

Why I bring this up is that the pace of decision making in the region seriously lags behind what in fact it should really be in this day and age. We generally get two types of projects. The first type is when a Pentest or application vulnerability test needs to get done before the website or app goes live. From the time of initial contact to when the Pentesting starts, with scope definition, proposal approval, LPO and permission form, it generally about 4-6 weeks before we can get started – unless some of the key signatories are travelling or on vacation. In which case it can

be much longer. But that is ok, as the site or app is not visible to the public. The other type of projects we get is when something has been hacked or defaced and we need to perform some sort of incident response – either stopping the hacker or figuring out from a forensic analysis perspective, where did they come in

and the management etc. approve the project. And by that time, in our experience, the hacker is gone and the damage is done. All we are left with is to pick up the pieces and create lengthy reports wherein we try to not point finger.

Prepare your plan AND your budget

have some discretionary budget or something in the IT plan to handle the action of bringing in outside support – immediately. Real world scenarios rarely follow a script. And IT departments have to be prepared. The team should be authorized to shutdown systems if needed and to have the budget



and more importantly what damage they did. Its these type of projects where we see some level of urgency in the IT department.

We get called in – meet with the IT team – get all the details and then ask if there is a budget for the project against which we can invoice. Most of the time the answer is no. Now if the situation is very serious, we tend to jump right in. But most of the time even though a hack has happened, things tend to get dragged on till the purchasing

What everyone in the organization – sometimes even the IT department – needs to understand is that when dealing with a Cybersecurity incident, the response time is absolutely critical. Hackers don't keep office hours and neither should the victims. In case of a hack or even a sense that something is taking place, its better to take immediate steps. Shut things down, pull the plugs, cut the wires. Whatever it takes to minimize damage – and

approved to get outside help at once when needed. And that is another topic for the future. You don't need to be hero. Its ok to ask for help! **!**

The writer is the CEO of a Cybersecurity and cloud services company based in Dubai. In this occasional series of columns he describes the real issues companies face in these areas and how they can improve their situation. For obvious reasons, he prefers to be anonymous. He may be reached at bluehawkdxb@gmail.com.

Local internet hosting opportunities key to furthering internet development in Africa

Local Internet hosting is key to the development of the Internet ecosystem in emerging countries, according to a report released by the Internet Society.

The development of locally relevant Internet content that is attractive to users has been shown to have a positive impact on Internet adoption. As the infrastructure necessary for Internet access is becoming more available in developing countries and emerging regions, efforts to increase Internet adoption rates are now focused on the development of such content. However, the impact of such efforts on Internet adoption rates will be limited if the infrastructure and enabling environment for local hosting and content delivery is overlooked. In many developing countries and emerging regions, the vast majority of content accessed by local users is hosted abroad. As the content must traverse often expensive and sometimes under-provisioned international links, this can have a significant impact on the economics of access as well



Karen Rose
Senior Director - ISOC

as the user experience. “The lack of locally hosted content can have significant impacts on the entire Internet ecosystem in a country,” writes Michael Kende, ISOC’s Chief Economist and co-author of the report. “First, accessing any type of content abroad can be very costly for ISPs, and therefore, international links are often under-provisioned, resulting in slow access times that limit usage. Second, these increased costs for accessing international content are passed on to users, with high prices limiting usage.



Michael Kende
Chief Economist - ISOC

Finally, these limits on demand will, in turn, restrict the creation of further Internet content, keeping the entire ecosystem underdeveloped.” The report, “Promoting Local Content Hosting to Develop the Internet Ecosystem,” co-authored by Mr. Kende and Karen Rose, Senior Director, Internet Society’s Office of Strategy and Research, uses Rwanda as a case study in exploring those dynamics, working in close partnership with the Ministry of Youth and ICT (MyICT) in Rwanda and the Rwanda

Information and Communication Technology Association (RICTA). While focused on Rwanda, the situation there is common in many developing countries. “Strengthening the enabling environment for the hosting of local content can have positive cascading impacts on stakeholders and the local Internet economy, including its end users,” said Ms. Rose. “Global hosting options have clearly been valuable for content developers, however, the local hosting environment is yet to mature in many developing countries, limiting the practical options available for content developers to host locally. The cost and latency involved in accessing content abroad from emerging economies can depress usage, with the result that the full potential and benefits of the Internet are not realized. Additionally, depressed usage impacts content developers directly, as less user engagement with content translates to a lower potential for content and service providers to earn revenue from advertising and sales.” ■

Take the ISOC regional policy survey 2015 for a chance to win a Samsung 10.1' Tablet

Naveed ul Haq

Following the success of its 2014 Regional Policy Survey, Internet Society (ISOC) Asia-Pacific Bureau has launched a Regional Policy Survey 2015, to more deeply examine ongoing Internet policy making trends in the region. The 2015 survey intends to gain further insights on the most important policy themes and areas of concern as iden-

tified by ISOC members in last year’s study.

As an Internet user in Asia-Pacific, your views are extremely valuable in drawing a holistic depiction of important policy related concerns and challenges in the region. The results of this study will serve as input to regional and local policy-making, both in the public and private spheres. It will also help

to enable regional bodies, governments, private sector, and technical communities make informed decisions on Internet development in Pakistan. This survey should only take about 15 minutes of your time. Your answers will be completely anonymous. Participants who complete the survey will have an option of being entered into a draw

for three (3) Samsung Galaxy 10.1” tablets. Please enter your email address when prompted if you wish to be included in the draw. Survey results will be published on the Internet Society website. ■ The survey is available at the following link and will close on 11 February 2015. <https://www.surveymonkey.com/s/apacpolicy2015>

International Conference on Open Source Systems and Technologies



Al-Khwarizmi Institute of Computer Science (KICS), University of Engineering and Technology (UET), Lahore, organized the IEEE 8th International Conference on Open Source Systems and Technologies (ICOSST-2014), associated workshops and competition i.e. Open Source Series Workshops (OSSW-2014), BRAINIAC 2014 with technical sponsorship from IEEE UET-ACM Student Chapter, UET-IET chapter and in collaboration with Higher Education Commission, National ICT R&D Fund Islamabad, on December 18-20, 2014. Vice Chancellor UET Prof. Dr. Fazal Ahmad Khalid, Mr. Waqar Ahmad, Head Corporate Sales - PTCL, Jahanzeb Sarfraz, CEO - Komkonsult, Mr. Nasir Hameed, GM - Business Zone Central and Prof. Dr. Waqar Mahmood, Director - KICS attended the conference with other distinguished guests.

Dr. Waqar Mahmood presented the brief introduction of ICOSST 2014 and KICS. Vice Chancellor UET Prof. Dr. Fazal Ahmad Khalid

regretted about the Peshawar massacre and started his speech with a prayer. He appreciated the effort of KICS and showed willingness for science and education without borders, commercialization of products, campus management system, e-governance, and paper less automation. He recommended organizing such events in the other departments of UET related to their respective disciplines of study. Mr. Jahanzeb Sarfraz, CEO - Komkonsult, being an entrepreneur raised a question that Why do the business, staff excel in the Pakistani environment that is not like the other developed countries, he concluded his speech saying that "opens source, open mind, an open heart for others and let go the fears". Mr. Waqar Ahmad Head Corporate Sales - PTCL, highlighted that the PTCL is also using few open source software for business and for products as well. Mr. Waqar Ahmad, Chief Guest, distributed the shields, certificates and cash



Chief Guest Dr. Umer Saif

prizes among the winners of BRAINIAC 2014. Dr. Waqar Mahmood, Director, KICS thanked the honorable dignitaries and presented shields as a token of appreciation. Prior to the closing ceremony a panel discussion was held to review and recommend the proceedings of ICOSST 2014. The Chief Guest of closing ceremony Prof. Dr. Umer Saif Chairman, PITB & Vice-Chancellor ITU welcomed the newly appointed Vice chancellor of UET, Lahore. In his brief speech he described

the two most important inventions of World War II i.e. Radar (Cavity Magnetron) and Enigma Machine (Encryption of message and breaking of codes) and was pleased with the growing IT industry in Pakistan. He also admired the efforts and team work in successfully hosting the event. Dr. Waqar Mahmood, Director, KICS, UET, presented the achievements of the conference along with his suggestions. Dr. Amjad Hussain briefed the audience about IEEE Lahore section contribution. IEEE have Computer Society chapter, Communication Society Chapter, Energy and Power Society Chapter and also progressing for signal processing society. Dr. Naeem Zafar, highlighted the importance of Internet of Things (IoT). Dr. Umer Saif presented the shields to the winners, presenters, speakers and organizers of the ICOSST. The Vice-Chancellor, UET, Lahore Prof. Dr. Fazal Ahmad Khalid presented the shield to the Chief Guest Dr. Umer Saif. **T**

Global ICT & Telecom events 2015

January

7th Annual BCP & IT Disaster and Data Recovery Conference	09 Jan	New Delhi, India
2nd China Fleet Management Summit	15 – 16 Jan	Beijing, China
SANOG 25 – South Asian Network Operators Group	16 – 24 Jan	Kandy, Sri Lanka
Telecommunication Council Conference	18 – 21 Jan	Honolulu, US
MENA Telecoms Executive Forum	21 – 22 Jan	Dubai, UAE
IBC Content Everywhere Mena	20 – 22 Jan	Dubai, UAE
23rd Convergence India	21 – 23 Jan	New Delhi, India
Telecoms Fraud & Revenue Assurance	26 – 28 Jan	London, UK
4G Mobile VAS India Sumit & Expo	28 Jan	Mumbai, India

February

WSA Mobile Global Congress	01 - 03 Feb	Abu Dhabi, UAE
Iran Telecom and IT Global Summit	03 - 04 Feb	Tehran, Iran
Big data and CEM summit	04 - 05 Feb	Jakarta, Indonesia
Telecom Finance Conference & Award	05 Feb	London, UK
SMI Mobile Deployable Communications	05 – 06 Feb	Prague, Czech Republic
FTTH Europe 2015	10 – 12 Feb	Warsaw, Poland
Fixed & Mobile Telecom Management Conference	16 – 18 Feb	Orlando, US
Digital Broadcasting Switchover Forum	17 - 19 Feb	Johannesburg, South Africa
Data and Analytics Leaders Exchange	22 - 24 Feb	Orlando, US
Milsatcom Middle East	23 – 24 Feb	Abu Dhabi, UAE

March

GSMA Mobile world congress 2015	02 - 05 Mar	Barcelona, Spain
Global Mobile Awards 2015	03 Mar	Barcelona, Spain
CASBAA OTT Summit 2015	03 Mar	Singapore
OTT Summit	03 Mar	Singapore
Broadcasting Digital Media Summit	03 - 04 Mar	Sydney, Australia
MilSpace	04 - 05 Mar	London, UK
The Mobile Show Africa	10 - 11 Mar	Johannesburg, South Africa
CABSAT 2015	10 - 12 Mar	Dubai, UAE
Big Data & Analytics Innovation Summit	11 – 12 Mar	Singapore
Cable Congress	11 - 13 Mar	Brussels, Belgium
Satellite 2015	16 – 19 Mar	Washington D.C. US
3rd Annual Global Telecoms Fraud Revenue Assurance Forum	17 - 18 Mar	Dubai, UAE
V6 World Congress 2015	17 – 18 Mar	Paris, France
Eurasia Com 2015	17 – 18 Mar	Istanbul, Turkey
Revenue Assurance & Risk Management Forum- Istanbul,	17 – 18 Mar	Istanbul, Turkey
IT Leaders Africa Summit	18 – 19 Mar	Johannesburg South Africa
Optic Fiber Communication Conference	22 – 26 Mar	Los Angeles, California
CASBAA India Forum 2015	23 Mar	New Delhi, India
Carriers World Asia	24 - 25 Mar	Bangkok, Thailand
Critical Communications Asia	23 – 25 Mar	Kuala Lumpur, Malaysia
3rd annual China Electric Vehicle Infrastructure Summit 2015	26 – 27 Mar	Shanghai, China
Telecom Regulation Forum 2015	29 – 30 Mar	London, UK

Global ICT & Telecom events 2015

April

LTE Latin America	07 – 09 Apr	Rio De Janeiro, Brazil
NAB Show	11 – 16 Apr	Las Vegas, US
Cloud Mena Forum	13 – 14 Apr	Dubai, UAE
5G Forum USA	14 – 15 Apr	Palo Alto, US
Cardex & IT Security	14 – 17 Apr	Moscow, Russia
8 th Annual Small Cells Asia	20 – 21 Apr	Singapore
ISR	20 – 21 Apr	London, UK
MVNOs World Congress 2015	21 – 23 Apr	Nice, France
3rd Annual International MVNO Industry Awards	21 – 23 Apr	Nice, France
Cyber Intelligence Asia 2015 Conference	21 – 24 Apr	Manila, Philippines
The Mobile Show Asia	22 – 23 Apr	Suntec Singapore
Industrial Control System Cyber Security Conference	22 – 24 Apr	London, Uk
Commonwealth Switchover Forum 2015	22 – 24 Apr	London, Uk
The Caspian Telecoms,	24 – 25 Apr	Istanbul, Turkey
GISEC 2015	26 – 28 Apr	Dubai, UAE
Telco Cloud World Forum	27 – 29 Apr	London, UK
Comex 2015	27 Apr-01 May	Muscat, Oman
Cloud, Network Virtualization & SDN	28 Apr	Stockholm, Sweden
Smart to Future Cities 2015	28 29 Apr	London, Uk
Big Data World show	28 – 29 Apr	Singapore

May

Satcom	26 – 27 May	Johannesburg, South Africa
HetNet USA	05 – 06 May	New York, US
UTC Telecom & Technology	05 – 08 May	Atlanta, Georgia
East Africa com	06 – 07 May	Kenya
M2M Middle East Forum	11 – 12 May	Dubai, UAE
Lte Mena	11 – 13 May	Dubai, UAE
The Mobile Show Middle East	12 – 13 May	Dubai, UAE
Cards & Payments Middle East	12 – 13 May	Singapore
Broadband Tv Connect Latin Asia	12 – 13 May	Singapore
CDN Asia	12 – 13 May	Singapore
East Africa Com	12 – 13 May	Nairobi, Kenia
Internet of Things	13 – 14 May	San Francisco, US
MilSatCom Asia-Pasific	13 – 14 May	
World Telecom Day	17 May	Globally Celebrated
Critical Communications World	19 – 21 May	Barcelona, Spain
Transport Network of Mobile Operators	20 – 21 May	London, UK
ICT Regional Event	25 – 27 May	Doha, Qatar
Myanmar Mobile Service	26 – 27 May	Yangon, Myanmar
Qitcom 2015	26 – 28 May	Doha, Qatar

June

CASBAA Satellite Industry Forum 2015	01 – Jun	Singapore
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Global ICT & Telecom events 2015

The 12 th Convergence Summit	01 – 02 Jun	Amman, Jordan
CommunicAsia	2 – 5 Jun	Singapore
Broadcast Asia	2 – 5 Jun	Singapore
Satcomm	2 – 5 Jun	Singapore
Connecting West Africa	09 – 10 Jun	Dakar, Senegal
July		
VSAT Latin America 2015	01 – 02 Jul	Sao Paulo, Brazil
GSMA Mobile World Congress	15 – 17 Jul	Shanghai, China
CITS 2015	15 – 17 Jul	Gijon, Spain
September		
Cloud World Forum	01 – 02 Sep	Sao Paulo, Brazil
IBC 2015	11 – 15 Sep	Amsterdam
Middle East Com Telco Summit	14 – 15 Sep	Dubai, UAE
Telecom World Middle East	14 – 15 Sep	Dubai, UAE
HetNet World	15 – 16 Sep	Barcelona, Spain
ITCN Asia Pakistan	15 – 17 Sep	Karachi, Pakistan
VSAT 2015	16 – 18 Sep	London, UK
Nigeria Com	22 – 23 Sep	Victoria Island, Canada
October		
Critical CommunicAsia Middle East	05 – 07 Oct	Dubai, UAE
LTE Asia	06 – 08 Oct	Singapore
ITU Telecom World	12 – 15 Oct	Budapest, Hungary
GITEX Technology Week 2015	18 – 22 Oct	Dubai, UAE
CIO Asia Summit	19 – 20 Oct	Kuala Lumpur, Malaysia
Broadband World Forum	20 – 22 Oct	London, UK
Broadband World Forum	20 – 22 Oct	London, UK
15 th Annual Broadband world Forum	27 – 29 Oct	London, UK
VSAT Mobility 2015	28 – 29 Oct	Hong Kong
November		
LTE Roaming IPX	03 – 04 Nov	Munich, Germany
Africa Com	17 – 19 Nov	Cape Town, South Africa
LTE Africa	17 – 19 Nov	Cape Town, South Africa
Africa Cast	17 – 19 Nov	Cape Town, South Africa
LTE North America	17 – 19 Nov	Dallas, US
VSAT Africa 2015	18 – 19 Nov	Cape Town South Africa
MVNOs Industry Summit USA 2015	19 – 20 Nov	Dallas, USA
CTO, Telecom Summit	29 Nov – 1 Dec	London, UK
December		
Digital TV World Summit 2015	01 - 02 Dec	London, UK
Connect TV World Summit	24 – 25 Dec	London, UK
Bakutel 2015	02 - 05 Dec	Baku, Azerbaijan
Carrier Network Virtualization	01 – 02 Dec	California, US

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- IT Software & Hardware
- Telecommunications & Networking Solutions and Equipment
- Security & Surveillance Equipment and Solutions
- Broadcast Technologies
- DTH - TV Systems
- Mobile Money
- Satellite Delivery Systems
- Mobile Devices and Accessories, etc.
- And many more...

KEY HIGHLIGHTS

- African Media Summit
- Buyer Seller Meet
- Dedicated Conference Sessions on key issues like - Mobile Money, LTE/Broadband, Digitization, Smart Devices, IT, Security & Surveillance etc.
- Training programmes (e.g. The Society of Cable Telecommunications Engineers (SCTE), UK, training modules)
- Keynote Speeches
- Seminars, Presentations
- And many more...

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