CARIBBEAN 2020
11 & 12 February, San Juan, Puerto Rico

10 February | Pre-event: Welcome drinks reception

UNITES THE CARIBBEAN’S TELECOM LEADERS
2020 SPONSORS

INTERESTED IN SPONSORSHIP?
To discuss sponsoring the event please contact:

Lauren Wilcox
Sales Manager
+44 (0)20 7779 8742
lauren.wilcox@capacitymedia.com

INTERESTED IN SPEAKING?
To discuss speaking at the event please contact:

Finlay Eglinton
Product Manager
+44 (0)20 7779 8601
finlay.eglinton@capacitymedia.com

HOST SPONSOR
PREPA NETWORKS

ASSOCIATE SPONSORS
CenturyLink
EQUINIX
Capacity Caribbean is the only c-level meeting for the Caribbean connectivity industry with a commercial focus.

Now in its 14th year, Capacity Caribbean will return to San Juan, Puerto Rico and bring together regional and international carriers and service providers to connect and develop commercial partnerships.

WHY ATTEND?

Demand for next generation connectivity has been increasing in the Caribbean year on year. Additionally, increasing coverage to underserved areas, making infrastructure more resilient to natural disasters and boosting 4G across the region are simultaneously top priorities for the industry. In this context, Capacity Caribbean 2020 will explore how the top regional infrastructure providers are planning to strengthen connectivity, fortify their infrastructure and boost expansion in the region.

WHO WILL YOU MEET?

200+ senior-level attendees
90+ companies
40+ countries represented
WHY ATTEND CAPACITY CARIBBEAN 2020?

NETWORKING
Capacity Caribbean provides the opportunity to connect with industry leaders who operate within the region. You can also attend one of our networking events designed to help promote new relationships and strengthen existing ones.

NEW BUSINESS OPPORTUNITIES
Interact and discuss business with regional operators including incumbent carriers, data centres, content providers and cloud vendors within the Caribbean.

CONFERENCES
Take a seat and listen to industry experts from across the region as they discuss the most relevant topics shaping the industry as well as provide key updates on future infrastructure plans.

WHO ATTENDED IN 2019?

- 20/20 TELEOPTICS
- AERONET
- AIR LINK NETWORKS
- ALCATEL SUBMARINE NETWORKS
- ALTICE DOMINICANA
- AMAZON WEB SERVICES
- AMERICAN AXESS
- AMPLIA COMMUNICATIONS
- AMS IX CARIBBEAN
- AT&T
- ATN INTERNATIONAL
- ATNI / ATOC
- BICS
- BLACKBURN TECHNOLOGIES
- BRIDGEVOICE (BANKAI GROUP)
- BROADBAND TELECOM
- BUREAU TELECOMMUNICATIE EN POST
- C&W NETWORKS
- CABLE BAHAMAS
- CANTO
- CENTURYLINK
- CHINA MOBILE INTERNATIONAL
- CHIT HOLDINGS DOMINICANA
- CIENA
- CLARO DR
- CONEX TELECOM
- DAUPHIN TELECOM
- DEEP BLUE CABLE
- DIGICEL
- ENTEL
- EPSILON
- EQUINIX
- EUTELSAT
- EXPEREO
- FACEBOOK
- GM TELECOM CORP
- GOLD DATA
- GOVERNMENT OF MONTSERRAT
- GUYACOM
- HUGHES NETWORK SYSTEMS
- IBASIS
- ICTUAL
- IG NETWORKS
- INTEGRA OPTICS
- INTELSAT
- INTERNET SOCIETY
- IPV6
- JRIU CONSULTANTS & LEGAL ADVISORS
- JUNTA REGLAMENTADORA DE TELECOMUNICACIONES PR
- LINKBERMUDA
- LINX AMERICA
- LOGIC
- MERIDIAN FIBER GROUP
- MORGAN, LEWIS & BOCKIUS LLP
- NEUTRONA NETWORKS
- NTT GLOBAL NETWORKS
- ONE COMMUNICATIONS (FORMALLY LOGIC
- ORANGE
- PCCW GLOBAL
- PETER SCHULTZ CONSULTING
- PLD
- PREPA NETWORKS
- QXTEL
- RESURGENCE INFRASTRUCTURE GROUP
- SATELLITE TECHNOLOGY SOLUTIONS
- SCHNEIDER ELECTRIC
- SEABORN NETWORKS
- SES NETWORKS
- SETAR N.V.
- SIN PIN
- SOUTHERN CARIBBEAN FIBER
- SPARKLE
- SPECTRUM TELECOM
- SPRINT
- SQUIRE PATTON BOGGS
- SSICS
- TELAIA CARRIER
- TELX
- TOFANE GLOBAL
- TOTALPLAY TELECOMUNICACIONES
- TRAILLE CARIBBEAN
- TRANS OCEAN NETWORK CORP.
- TROPICAL TELECOM
- TSIC
- UPINET
- UPTIME INSTITUTE
- UTS
- VERIZON
- VIRTELA
- VINGN
- WCI/HAMMER COMMUNICATIONS
- WIND TELECOM
WHAT'S NEW FOR 2020?

CASE STUDIES ON DISASTER PREPAREDNESS
The 2019 Atlantic Hurricane season was the fourth consecutive season to feature at least one Category 5 hurricane. This is therefore a critical time for the Caribbean telecoms industry to discuss effective strategies to ensure network resilience and facilitate restoration of lost connectivity.

New for this year, the market leaders in the 4 key types of infrastructure: terrestrial, submarine cable systems, satellite communication systems, and data centres will present case studies focusing on effective strategies to ensure continuity of services.

SPEED NETWORKING ROUNDTABLES
This structured networking session will allow attendees the opportunity to connect with leading Caribbean and international delegates whilst discussing key industry trends with a telecoms expert.

The aim of the session is to get an insight on the regional industry and disruptive trends, whilst connecting with more than 15 attendees during a 60-minute session, therefore maximising the number of business links made over the conference.

INTERACTIVE SESSIONS ON EXPANDING AND BOOSTING CONNECTIVITY
Whilst in some areas of the Caribbean, steps are being taken towards next generation technology such as 5G and Fibre broadband, many rural areas are being left behind even in terms of 4G and even basic coverage. Therefore a workshop will assess how rural coverage can be improved, and a case study will assess how LTE can be expanded and made more affordable.

Our other workshop will explore how regional industry leaders are disrupting the sector, and taking the opportunity to leapfrog past more basic offerings.
NETWORKING OPPORTUNITIES

PRE-EVENT
10 FEBRUARY

DAY ONE
11 FEBRUARY

DAY TWO
12 FEBRUARY

ARRIVALS LOUNGE

WELCOME TO CAPACITY CARIBBEAN 2020
Sponsored by

NETWORKING BREAKFAST
*SPONSOR ME

NETWORKING LUNCH
*SPONSOR ME

SPEED NETWORKING
*SPONSOR ME

SPEED NETWORKING
*SPONSOR ME

BREAKFAST
*SPONSOR ME

LUNCH
*SPONSOR ME

LUNCH
*SPONSOR ME

CAPACITY CARIBBEAN 2020 DRINKS RECEPTION
*SPONSOR ME

NETWORKING BREAKFAST
*SPONSOR ME

NETWORKING COFFEE BREAK
*SPONSOR ME

NETWORKING COFFEE BREAK
*SPONSOR ME

SPONSOR THIS OPPORTUNITY
If you would like to sponsor any of these new opportunities for 2020 or networking functions, please email lauren.wilcox@capacitymedia.com or call +44 (0)20 7779 8742

SPONSOR
SPEAK
FIRST SPEAKERS ANNOUNCED

**GUEST SPEAKER**

**Kris Anne Monteith**
Chief of the Wireline Competition Bureau
FEDERAL COMMUNICATIONS COMMISSION

**Saulio Reyes**
Account Manager
BICOM SYSTEMS

**Alejandro G. Asmar**
CEO & Managing Partner
BLACKBURN NETWORKS

**Eamonn Sheehy**
Director of Public Sector
CLOUD CARIB

**Alasdair Wilkie**
CTO Marine
Digicel

**Mehmet Akcin**
President and CEO
EDGEUNO

**Gustavo Garcia**
Global Solutions Architect
EQUINIX

**Vladimir Kangin**
CEO
IPTP NETWORKS

**Ulises Pin**
Partner
MORGAN, LEWIS & BOCKIUS

**Jose Casillas**
Managing Director
PREPA NETWORKS

**Sandra E. Torres López**
President
PUERTO RICO TELECOMMUNICATIONS REGULATORY BOARD

**Carlos Guitierrez**
Sales Manager
SES SATELLITES

**Eduardo Guzman**
Partner
SQUIRE PATTON BOGGS

**Rudolf Gordon-Seymour**
Head of International Funding
TELECOMS SANS FRONTIERES (TSF)

**Cynthia Sandoval-Swegal**
Analyst
TELEGEOGRAPHY

Interested in speaking at Capacity Caribbean 2020?

FIND OUT MORE
AGENDA

DAY ONE - TUESDAY 11 FEBRUARY 2020

8:30AM  REGISTRATION & NETWORKING BREAKFAST

9:10AM  WELCOME ADDRESS

9:15AM  CREATING A ROADMAP TO STRENGTHEN CONNECTIVITY AND BOOSTING EXPANSION ACROSS THE REGION
        In this session, a leading telecoms expert will present on their vision to improve connectivity and coverage across the Caribbean.

9:35AM  CAPACITY CARIBBEAN 2020 DELEGATE SLI.DO SURVEY

9:40AM  KEYNOTE ADDRESS: STRATEGIES FOR DEALING WITH CONNECTIVITY LOSS FOLLOWING NATURAL DISASTERS
        The 2019 Atlantic Hurricane season was the fourth consecutive season to feature at least one Category 5 hurricane. Hurricanes Irma, Maria, Nate and Dorian amongst others during these hyperactive tropical cyclone seasons, have caused catastrophic damage to the Caribbean. Consequently, the devastation of communications infrastructure has led to continuous and protracted service disruptions. Therefore, a priority has been to reconnect damaged infrastructure. In this context, this session will evaluate effective strategies to ensure network resilience and restoration of lost connectivity.

10:00AM  SESSION OPENING REMARKS
        Each type of telecoms infrastructure provides its own unique benefit, as well as presenting its own challenges and vulnerabilities when faced with extreme weather. Industry leaders from the 4 key types of infrastructure provide insight into these opportunities and tensions elucidated by case studies from their sector.

10:05AM  SUBMARINE CABLE SYSTEMS
        Whilst the submersion of marine cables lends them resilience, the impact of damage can cause extreme and far-reaching disruption due to the volume of data that must be rerouted. Therefore, subsea cable operators must still take strategic decisions in order to minimise disruption. This session will explore both how subsea cables can provide a more resilient alternative to terrestrial routes, and how operators can minimise disruption.

10:20AM  SATELLITE COMMUNICATIONS SYSTEMS
        Satellites have often been regarded as a slow and costly alternative. However, both capacity and cost efficiency have improved in recent years, leading to a growing recognition that Satellites are effective in reaching the un-reached and underserved in particular. In the context of natural disasters, satellites can restore full connectivity. Therefore, GEO and MEO Satellites are now a vital part of disaster mitigation. This session will analyse the benefits and challenges of satellite use across the Caribbean.

10:35AM  TERRESTRIAL INFRASTRUCTURE
        Extreme weather presents a range of potential issues for terrestrial infrastructure, including flooding, power loss and fuel shortages. A growing trend is for operators to connect cable projects directly to data centres, forgoing landing stations. Could this be a solution to protect against extreme weather? This case study will explore how land based infrastructure has been kept operational in the Caribbean through effective preparation and response procedures, and what options are available in the future.

10:50AM  DATA CENTRES
        Research from the Uptime Institute has found that the data centre industry is not sufficiently preparing for perceived threats from climate change. In addition to the obvious damage caused by hurricanes in the Caribbean, the higher volume of extreme weather events will result in increased heat and humidity, putting strain on the cooling and power systems of data centres. This session will explore how the leading data centres in the region are preparing for the impacts of climate change and extreme weather.

3:00PM  ARRIVALS LOUNGE
        Join us at the arrivals lounge, this is a space designed for delegates to conduct meetings with key partners.

7:00 – 8:30PM  CAPACITY CARIBBEAN 2020 WELCOME DRINKS RECEPTION
        Prepare yourself for a busy couple of days and meet fellow attendees at the welcome drinks reception sponsored by PREPA NETWORKS.

PRE- EVENT: MONDAY 10 FEBRUARY 2020

3:00PM  ARRIVALS LOUNGE
        Join us at the arrivals lounge, this is a space designed for delegates to conduct meetings with key partners.

7:00 – 8:30PM  CAPACITY CARIBBEAN 2020 WELCOME DRINKS RECEPTION
        Prepare yourself for a busy couple of days and meet fellow attendees at the welcome drinks reception sponsored by PREPA NETWORKS.

QUICK FIRE CASE STUDIES: INFRASTRUCTURE HARDENING AND RECOVERY FROM NATURAL DISASTERS

10:00AM  SESSION OPENING REMARKS

10:05AM  SUBMARINE CABLE SYSTEMS

10:20AM  SATELLITE COMMUNICATIONS SYSTEMS

10:35AM  TERRESTRIAL INFRASTRUCTURE

10:50AM  DATA CENTRES
11:05AM  PANEL DISCUSSION: NEXT GENERATION CONNECTIVITY IN THE CARIBBEAN
There is a growing feeling in the Caribbean telecoms industry that disruption is not only advantageous but necessary. Demand for next generation connectivity including 5G and fibre broadband has been increasing in the Caribbean, with demand for services such as mobile banking, OTT TV offerings etc. bypassing the demand for copper wiring and traditional TV subscriptions. This panel discussion will explore how regional industry leaders are disrupting the sector, with topics explored including:
• How can operators cope with increasing demands?
• Can per mile pricing be kept acceptably low?
• When will customers see faster speeds in the Caribbean?
• Which are the most exciting projects bringing new connectivity to the market at the moment?

11:45AM  PANEL DISCUSSION: HARNESSING THE GLOBAL DATA CENTRE EXPLOSION
Whilst the rapid growth of the global cloud managed services market has mostly occurred in the United States and Europe, global expansion is now a key trend. New Data Centres are opening in Trinidad and Tobago, Curacao and the Bahamas amongst others. Locating data centres in the Caribbean brings a wealth of advantages, including favourable data protection legislation and low taxes on IT equipment. This panel will explore the rich opportunity that the Caribbean growth market provides to data centres.

12:25PM  CASE STUDY: HOW TO SELL VOIP – FIND YOUR NICHE IN A $140B INDUSTRY
The VoIP market is expected to grow at a Compound Annual Growth Rate of at least 9% between 2016 and 2021. This means it will jump from $83 billion in 2015 to over $140 billion by 2021. This session will use a case study to illustrate how businesses can use and sell VoIP to enhance their offering. This session will use a case study to illustrate how businesses can use and sell VoIP to enhance their offering.*” – This sentence has been written twice, please delete one instance.

12:45PM  SLI.DO INTERACTIVE INDUSTRY SURVEY

1:00PM  NETWORKING LUNCH

2:30PM  SPEED NETWORKING SESSION
This structured networking session allows attendees the opportunity to connect with leading regional and international attendees. The aim of the session is to connect with a large number of attendees. During the session, attendees will have 3 minutes to introduce themselves and to exchange business cards. Please note spaces are limited so please RSVP to attend this session.

3:00PM  COFFEE & NETWORKING BREAK

5:30PM  CAPACITY CARIBBEAN 2020 DRINKS RECEPTION
Join the Caribbean and international wholesale telecoms community at our end of day one drinks reception.
12:10PM THE CARIBBEAN - LEAVING NO ONE BEHIND
This case study will explore the current projects of a leading operator aimed at increasing connectivity to island nations in the Caribbean, and look at the future connectivity requirements that the region will face.

12:40PM PANEL DISCUSSION: ENSURING THAT INCREASED CONNECTIVITY REACHES ALL WHO NEED IT
This panel will explore how future developments should recognise the need for remote and underserved areas to benefit from improved connectivity alongside traditional ‘hot spots’ in order to establish universal benefit across the Caribbean.

1:00PM NETWORKING LUNCH

2:30PM END OF CAPACITY CARIBBEAN 2020

through their mobile phones, such as online gaming and video and music streaming. However, the journey towards 4G in the Caribbean has not been straightforward, and has posed difficult questions. How can providers provide affordable broadband across the entire area which they serve? Is 100% internet penetration possible? Is this expansion of 4G services commercially viable for all operators? This case study will explore how operators in the Caribbean have tackled these questions, and what strategies they should take going forward.

10:05AM PANEL DISCUSSION: DOES NET NEUTRALITY BENEFIT THE CARIBBEAN?
The adoption of Net Neutrality rules, and the FCC’s decision to subsequently overturn them, has been the topic of heated debate since the adoption of the rules in 2015. Proponents of Net Neutrality claim that it preserves free speech and prevents anti-competitive behaviour through ISPs giving priority to the speed of certain websites. Opponents however believe that the internet should be free of heavy government regulation and that it represents a threat to investment in IT infrastructure. This session will take into account regional considerations in the Caribbean, including limited competition, market size and local content creation, in order to assess the merits of Net Neutrality.

10:45AM INSIGHT SESSION: EVALUATING TRENDS ACROSS THE CARIBBEAN
This session will assess the latest on trends within the Caribbean Telecoms market, including mergers, competition, and the effects of these consolidations.

11:00AM COFFEE AND NETWORKING BREAK

WORKSHOPS AND CASE STUDIES

11:30AM WORKSHOP: HOW TO ENSURE COMMERCIAL SUSTAINABLE RURAL COVERAGE IN THE CARIBBEAN
Whilst in some areas of the Caribbean, steps are being taken towards next generation technology such as 5G and IoT, many rural areas are being left behind even in terms of basic coverage. This session will explore commercially sustainable methods for closing the coverage gap in order to realise universal benefits for increased connectivity.

11:50AM CASE STUDY - CONNECTING THE CARIBBEAN: DRIVING THE EXPANSION AND AFFORDABILITY OF LTE
LTE has been seen as a huge commercial success in contrast to the less cost-effective and transformative 3G. The technology has allowed consumers to access far more possibilities through their mobile phones, such as online gaming and video and music streaming. However, the journey towards 4G in the Caribbean has not been straightforward, and has posed difficult questions. How can providers provide affordable broadband across the entire area which they serve? Is 100% internet penetration possible? Is this expansion of 4G services commercially viable for all operators? This case study will explore how operators in the Caribbean have tackled these questions, and what strategies they should take going forward.
OPPORTUNITIES FOR 2020

BECOME A SPONSOR
Elevate your brand with tailored, tiered sponsorship packages available, offering unique branding options to maximise your organisation's exposure in a cost-effective and unique way.

MEETING TABLE
Be in the centre of it all and secure your own meeting table offering the perfect setting to meet new clients and conduct business deals with the Caribbean telecoms community.

MEETING ROOMS
Escape the exhibition zone with your own private meeting room, ideal for impressing new clients and conducting business deals. Be sure to book in advance to avoid disappointment.

BECOME AN EXHIBITOR
Meet new clients, gain visible exposure in front of an audience of c-level executives and showcase your company's brand with one of our exhibition booths.

BECOME A SPEAKER
Join the most senior-level representatives from the carrier, cloud, content & wider wholesale industries by participating in the Capacity Caribbean conference. Gain extensive exposure and visibility through the pre-event marketing of the conference and position your company as a leader on stage.

GET IN TOUCH
To discuss any of the above options in more detail, as well as brainstorm new ideas, please contact:

Lauren Wilcox | Sales Manager
+44 (0)20 7779 8742 | lauren.wilcox@capacitymedia.com
USE MEETME, THE ONLINE NETWORKING SCHEDULER, TO BOOK YOUR BUSINESS MEETINGS AT CAPACITY CARIBBEAN 2020

- Log in to MeetMe two weeks before the event
- Book your back-to-back meetings
- Search the 200+ attendee list
- Use the MeetMe points as meeting locations and live-chat with attendees onsite
- Filter new business prospects by location or company type
- Log in to MeetMe for another two weeks after the event finishes for more leads

REGISTER NOW  SPONSOR  SPEAK
WHAT’S HAPPENING IN THE CARIBBEAN?

VIASAT AND READYNET TRIAL SATELLITE INTERNET IN JAMAICA >>>
Satellite communications provider, Viasat and Jamaican operator ReadyNet launched a live demonstration of Viasat’s high-speed internet service.

LLA TO ACQUIRE AT&T’S OPERATIONS IN PUERTO RICO AND THE US VIRGIN ISLANDS FOR $1.95BN >>>
Liberty Latin America has entered into a definitive agreement to acquire AT&T’s operations in Puerto Rico and the US Virgin Islands for $1.95 billion.

GOVERNMENT OF ANTIGUA THREATENS DIGICEL OVER MOBILE SPECTRUM >>>
The Caribbean nation of Antigua and Barbuda is threatening to withdraw Digicel’s mobile licence in the latest twist in a dispute over spectrum.

INFINERA UPGRADES ORANGE’S KANAWA SUBSEA CABLE >>>
Infinera has boosted Orange’s Kanawa subsea cable, linking French Guiana with Martinique and Guadeloupe, to 10Tbps.

CAPACITY MAGAZINE DECEMBER/JANUARY
Sent to over 15,000 subscribers featuring the latest news, interviews and features! With special reports on Subsea and Security, with bonus distribution at Messaging and SMS World, Subsea Asia, Capacity Asia and Subsea Americas.

CONTACT A MEMBER OF OUR PUBLISHING TEAM!
To share your news or to discuss future branding and advertising opportunities in Capacity Magazine and all other Capacity Media print and digital products, please contact:

Jason McGee-Abe
Editor-in-Chief
+44 (0)20 7779 7287
ditorial@capacitymedia.com

Charles Newman
International Sales Manager
+44 (0)20 7779 8532
charles.newman@capacitymedia.com

Share your news to be involved in the 2020 Capacity Caribbean e-Alerts that are sent to the 200+ senior-level attendees during the course of the event
Capacity Media has negotiated a specially discounted room rate for delegates requiring overnight accommodation at the Sheraton Puerto Rico Hotel & Casino. Once you have confirmed your registration for the event, we will provide details of how to book your room at the discounted rate.

Please note that there is a limited room block at this rate, the booking deadline is 10 January 2020 and rooms are subject to availability.

**VENUE INFORMATION**

**Sheraton Puerto Rico Hotel & Casino**
200 Convention Boulevard, San Juan, 00907, Puerto Rico
T: +1 787-993-3500

**3 EASY WAYS TO REGISTER:**

- Online: www.capacitymedia.com/events/capacity-caribbean
- Call the customer service team on: +44 (0)20 7779 8484
- Email the customer service team at: info@capacitymedia.com

**PASSES**

<table>
<thead>
<tr>
<th>PASSES</th>
<th>PRICE PER DELEGATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - 3 EARLY BIRD PASSES (Save $150 when you book by 20 December 2019)</td>
<td>$1,249 per pass</td>
</tr>
<tr>
<td>1 - 3 STANDARD PASSES</td>
<td>$1,399 per pass</td>
</tr>
<tr>
<td>4 - 9 STANDARD PASSES</td>
<td>$1,189 per pass (saving of 15%)</td>
</tr>
<tr>
<td>10+ STANDARD PASSES</td>
<td>$1,119 per pass (saving of 20%)</td>
</tr>
</tbody>
</table>

For visa applications, invitation letters are available upon request

Please note only confirmed delegates will be eligible for visa support letters. We are required to secure payment before providing a visa support letter, as this is a legal document. We are unable to provide any additional visa advice or liaise directly with embassies.