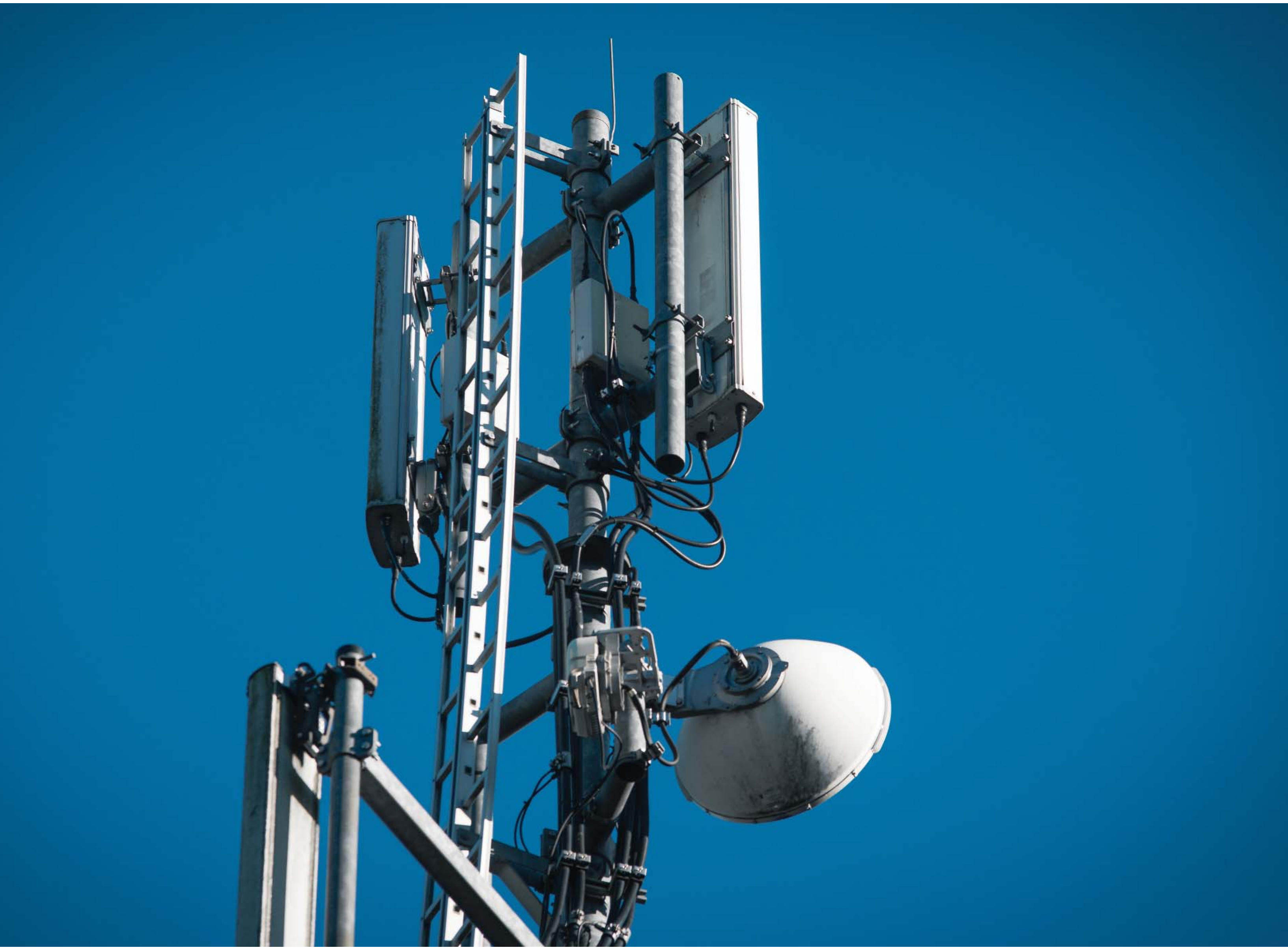
11th Annual Conference on

Telecom Infrastructure in India

New Opportunities, New Strategies

April 20-21, 2017, The Leela Ambience, Gurgaon



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TELECOM INFRASTRUCTURE IN INDIA

Mission

- The past year was an eventful one for the telecom sector, with developments that could alter its growth story in the coming years. There were several positives on the policy front while the expansion of 4G services by operators and the exponential increase in data demand led to an accelerated roll-out of towers and increased tenancies.
- RoW rules were announced to facilitate the installation of mobile towers and optical fibre. The government permitted sharing of active infrastructure, including spectrum, which will help in bringing down operational costs considerably. Spectrum allocation was done in a smooth and timely manner. The state governments, too, were proactive in bringing out industry-friendly policies to foster the development of communications infrastructure in their states.
- The ambitious PPP project, BharatNet, to connect all rural areas finally made some notable progress. About 75 per cent of the work on Phase I of the project was completed by end-2016 and the remaining is on schedule to be completed in time, by March 2017. Providing a further boost to the project, the government has allocated Rs 100 billion to the project in the Union Budget 2017-18.
- Data uptake registered a phenomenal increase, especially wireless broadband services. This was facilitated by telecom operators' migration to data networks, which has, in turn, created vast opportunities for infrastructure providers. Besides providing plain tower services, these companies are now exploring opportunities in the areas of in-building solutions, fiberisation of sites, microcells and Wi-Fi hotspots.
- Meanwhile, the telecom industry is witnessing a wave of consolidation among telecom operators as well as tower companies. Monetisation of tower assets, either by sharing or fully offloading them, has emerged as a key strategy for debt-laden operators to seek fresh capital. In a key deal, RCOM entered into a definitive agreement with Brookfield Infrastructure and its institutional partners to sell a majority stake in its tower business.
- While the tower industry's underlying trends have been positive, it continues to face several challenges. The issue of call drops has brought the tower industry's role into sharp focus. The lack of adequate mobile towers is being cited as the key reason for the poor QoS.
- Managing escalating energy costs is another key concern area for tower companies. They are increasingly using automation and real-time monitoring solutions while also adopting green and energy efficient solutions. Batteries and storage solutions have become a key part of a tower company's energy management strategies.
- The issues notwithstanding, in terms of future opportunities, programmes such as Digital India and Smart Cities will call for new infrastructure development to enable pan-Indian connectivity. The unprecedented growth in the adoption of digital services like payments, e-governance and entertainment will facilitate further investment in the telecom infrastructure space.
- **The mission of this conference is to examine the key emerging trends, study the impact of recent policy and regulatory developments, discuss the opportunities and challenges, and showcase the latest innovations and most promising technologies. The conference will also provide industry stakeholders a platform for sharing experiences and exchanging ideas.**

Target Audience

The conference is targeted at:

- Telecom operators
- Energy-efficient technology providers
- Financial institutions
- Policymakers and regulators
- Energy management consultants
- OFC manufacturers
- Infrastructure service providers
- Telecom equipment manufacturers
- Broadband service providers
- Wireless internet service providers
- Infrastructure equipment manufacturers
- Civil contractors
- 3G service/solution providers
- Legal and management consultants
- Infrastructure developers
- Industry analysts
- Supporting infrastructure companies
- Other investors
- Technology providers
- Renewable energy companies
- Power solution providers
- Telecom tower manufacturers
- Etc.

We expect 140-150 participants once again this year, representing major industry players.

AGENDA/STRUCTURE

COAI'S PERSPECTIVE: KEY TRENDS AND OUTLOOK
- What are the emerging trends and opportunities in the telecom infrastructure segment?
- How is the policy/regulatory landscape evolving? What are the future growth drivers?
- What are the key infrastructure-related challenges faced by operators?

INFRASTRUCTURE NEEDS AND CHALLENGES EMERGING FROM THE GROWTH IN DATA DEMAND
- How are the telecom infrastructure needs changing with the exponential increase in data?
- What are the key associated challenges? What are the best practices?
- What is the likely impact of data growth on industry consolidation, tenancy models and investments?

OPERATORS' PERSPECTIVE
- What is the operators' perspective on the current state of telecom infrastructure?
- What are the emerging strategies in light of the content-driven and data-led demand?
- What are the infrastructure-related challenges? What are the expectations from infrastructure players?

INFRASTRUCTURE PROVIDERS' PERSPECTIVE
- How are tower companies addressing the changing needs of the telecom market?
- What opportunities have emerged with 4G network roll-outs and increased data demand?
- What are the key issues faced by tower companies?

SPOTLIGHT ON BHARATNET
- What has been the progress so far? What are the revised timelines and milestones?
- What has been the implementation experience? What are the issues and challenges?
- What opportunities does BharatNet offer to private players?

FOCUS ON RoW POLICY
- What are the key highlights of the new RoW policy?
- What is its likely impact? To what extent will this policy address roll-out bottlenecks?
- Which areas need more clarity?

IMPACT OF GST ON TELECOM
- What is the likely impact of GST on the telecom sector?
- How is it likely to be implemented?
- What are the key issues in its implementation?

GOVERNMENT PERSPECTIVE ON TELECOM OPPORTUNITIES UNDER THE SMART CITIES MISSION
- What are the communication needs and requirements under the Smart Cities Mission?
- What are the opportunities for telecom infrastructure providers?
- What are the likely challenges? How can these be addressed?

TELECOM ENERGY MANAGEMENT
- What are the power requirements of the telecom sector?
- What are the key energy-related issues and challenges faced by service providers?
- What strategies can operators adopt to reduce energy costs? What are the most promising solutions?

STORAGE SOLUTIONS AND GREEN ALTERNATIVES
- What is the case for energy storage in telecom? What are the trending technologies?
- What has been the experience in using renewables? What are the cost economics?
- What are the best business models for adopting storage and renewable solutions in the telecom space?

ACTIVE INFRASTRUCTURE SHARING
- What is the likely impact of the spectrum sharing and trading norms on active infrastructure sharing?
- What are the key factors impeding the growth of active infrastructure sharing in India?
- What are the key learnings from global operators?

EMERGING 4G LANDSCAPE
- What is the current status of 4G adoption and its likely impact on infrastructure demand?
- What is the likely spectrum requirement for meeting the growing data demand?
- What are the key challenges? What steps and solutions are needed for optimising 3G/4G towers?

NEW AREAS OF OPPORTUNITIES: IBS, SMALL CELLS, Wi-Fi
- What are the new areas of opportunities for infrastructure providers?
- What is the outlook for solutions such as IBS and Wi-Fi?
- What are the challenges in deploying these technologies? How can these be addressed?

ANALYTICS AND AUTOMATION
- What are the analytics and automation needs of today's telecom players?
- What is the cost-benefit analysis?
- How can tower companies utilise these services for optimising asset management?

QoS CHALLENGES AND SOLUTIONS
- What are the key concerns regarding telecom QoS, especially in light of the growing data needs?
- What initiatives has the industry taken to arrest the increasing instances of call drops?
- What measures are being taken to dispel concerns about EMF radiations?

BACKHAUL INFRASTRUCTURE NEEDS
- What are the backhaul-related challenges faced by operators?
- What is the current microwave-fibre backhaul mix? What is the case for the fiberisation of sites?
- What is the need and requirement for wireless backhaul? Which spectrum bands are best suited for the same?

TOWER DESIGN AND STRUCTURES
- What are the emerging tower design and material trends?
- What are the cost implications of the new designs?
- What are the key issues and challenges?

GLOBAL EXPERIENCE
- What has been the telecom infrastructure experience in regions like China and Africa?
- What are the key lessons for Indian players? What are the opportunities for them, if any?

Previous Participants

*The companies that participated in our previous conferences on **"Telecom Infrastructure in India"** include: 3G Telecom Infra, Aceline Infosolutions, Acme Tele Power Limited, AIO System, Aksh Optifibre, Amararaja Batteries, Amco Saft, Apar, Applied Solar Technologies India, Ardom Telecom, Arvind, Ascend Telecom Infra, ATC India, B4S, Bharat Electronics, Black & Veatch, BSNL, CARE Ratings, CESC, Construction Site Services, Corning, Coslight Telecom, Credit Suisse, Cyient, Deeya Energy, Delta Power, DSM, Eltek India, Emerson Network, Enersys, Enterprise Ireland, Ericsson India, Essential/Intelligent Energy, Evalueserve, EXFO, Exide Industries , Finolex Cable, GE, Grant Thornton, GTL Limited, HBL Power, HCL, HFCL, Ibus Networks, IDBI, Idea Cellular, IDFC, IIFCL, Indus Tower, Infozech, Integrity Tower Consultants, Karam Industries, Keith, Kemrock, Kochhar and Company, Kotkar, KPMG, L&T Infrastructure, Macquarie Securities, Mahindra & mahindra, Manifold e-Connect, Microtex Energy, Morrison Hershfield, Mukand Systems, National Informatics Centre, NEC India, Nokia Siemens, Owens Corning, Panasonic, Paramount Cables, Polycab, Powergrid, Quality Austria Central Asia, Quanta Power, R V Solutions, Ramboll, Rashim Khan, RelyonSolar, Rosenberger, Salasar Techno, Sasken Communication, SBI Caps, Secure Meters, Speedon, Sterlite Technolgies Limited, Sudarshan Telecom, Suyog Telematics, Svarn Infratel, Tarantula, Tata Communication, Techlineage, Technica Associates, Telecom Network Solutions, Tirumala Seven Hills, Tower Vision India, Trimble, Valmont, Viom Networks, VTL Rewa, Waaree Energies, Welspun, etc.*

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Registration Fee

	Fee			
Delegates	INR	Service tax @ 15%	Total INR	Total USD
One delegate	25,000	3,750	28,750	479
Two delegates	40,000	6,000	46,000	767
Three delegates	55,000	8,250	63,250	1,054
Four delegates	70,000	10,500	80,500	1,342

- Registration will be confirmed on receipt of the payment
- To register online, please log on to http://indiainfrastructure.com/conf.html

Payment Policy:
- Full payment must be received prior to the conference.
- Conference fee includes lunch, tea/coffee and conference materials.
- Discount offers cannot be combined with any other offer.

For sponsorship opportunities and delegate registrations, contact:

Priyanka Singh
Tel: +91-11-46012775, 9811755907

Shilpi Grewal
Tel: +91-11-41034606, 9873883385

Conference Cell, India Infrastructure Publishing Pvt. Ltd., B-17, Qutab Institutional Area, New Delhi 110016.
Fax: +91-11-26531196, 46038149. E-mail: conferencecell@indiainfrastructure.com

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