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16<sup>th</sup> Annual Conference on

# TELECOM INFRASTRUCTURE IN INDIA

New-age Digital Infraecos and Emerging Business Models; Focus on 5G and Future Growth Areas

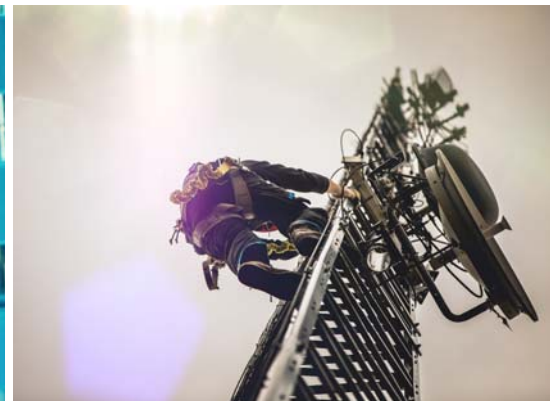
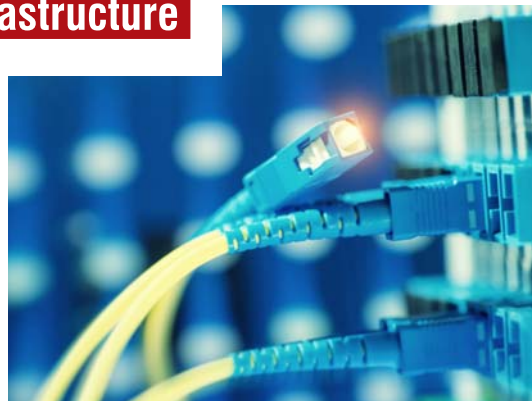
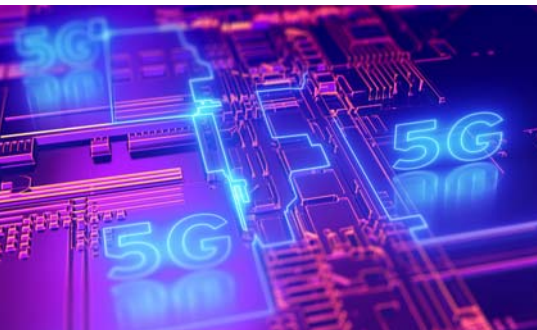
October 18-19, 2022 | The Leela Ambience, Gurgaon



Organisers:

**tele.net**

**Indian  
Infrastructure**



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# TELECOM INFRASTRUCTURE IN INDIA

## Mission

- The Indian telecom infrastructure space has undergone a significant transformation over the past two years. With the outbreak of the Covid-19 pandemic and the subsequent digitalisation of operations across industries, contemporary infrastructure such as in-building solutions, smart poles, smart towers and data centres has gained uptake. The demand for traditional mediums like telecom towers, optical fibre and subsea cable infrastructure is also increasing. Together, these traditional and next-generation solutions form the digital infrastructure, which is the bedrock of the digital age.
- Digital infrastructure providers are all set to play a critical role in shaping India's 5G growth trajectory, especially after the conclusion of the much-awaited 5G spectrum auctions. As the government plans to launch 5G services by September-October, 2022, digital infracos will have to initiate massive network densification, install a high number of towers at shorter distances, ensure at least 80 per cent site fiberisation, and undertake thousands of small cell deployments while establishing a strong network of edge data centres. This task cannot be accomplished unless India's towercos and other digital infrastructure providers step up and leverage their experience in managing distributed infrastructure assets.
- Towercos have already started shifting their focus towards these solutions and are aiming to transform into end-to-end digital infrastructure providers offering a whole gamut of solutions in new and emerging areas such as fibre, small cells, Wi-Fi, IoT, EV charging stations, smart poles and data centres along with traditional infrastructure services. This has helped them strengthen their position in the evolving digital value chain, and enabled greater participation in programmes such as Digital India and the Smart Cities Mission.
- Operationally, towercos need to turn to smart solutions for improving site O&M. In this regard, automation, real-time monitoring of sites and data analytics are some of the emerging trends that are helping in the efficient management of site operations, reduction of fuel pilferage and optimisation of energy consumption.
- **The mission of this conference is to highlight the new and emerging digital infrastructure requirements in the 5G era, discuss the initiatives required for achieving India's ambitious broadband targets, highlight critical telecom infrastructure-related issues and assess new and upcoming opportunities. It will also provide industry stakeholders a platform for sharing experiences, and showcasing the latest innovations and technologies.**

## Target Audience

- The conferences are targeted at top and middle-level managers from:
  - Telecom operators
  - Other investors
  - 4G service/solution providers
  - Telecom tower manufacturers
  - Policymakers and regulators
  - Power solution providers
  - 5G technology providers
  - Infrastructure equipment manufacturers
  - Infrastructure service providers
  - Energy efficient technology providers
  - Technology providers
  - Legal and management consultants
  - Broadband service providers
  - Energy management consultants
  - Engineering design consultants
  - Supporting infrastructure companies
  - Civil contractors
  - Industry analysts
  - Financial institutions
  - Renewable energy companies
  - Infrastructure developers
  - Wireless internet service providers
  - OFC manufacturers
  - Telecom equipment manufacturers, etc.

## Previous participants

The participants in the previous conference on "Telecom Infrastructure in India" included: ACE Enterprise, Aceline Infosolutions, ACME Cleantech Solutions, Aksh Optifibre, Amara Raja Batteries, Analysys Mason, Anritsu, Apar Industries, Applied Solar Technologies, Ardom Telecom, Arvind, Ascend Telecom Infrastructure, ATC India Towers, B4S Solutions, BBNL, Bharat Sanchar Nigam Limited, Bharti Infratel, Birla Cable, Birla Furukawa, Black & Veatch, BMR Advisors, Boradband India Forum, Capitel Partners, Care Rating, CESC, China Telecom, COAL, Copius Capital Advisors LLP, Corning Technologies India, Coslight India Telecom, CRISIL, Cummins, Customized Energy Solutions, Cyient, Delta India Electronics, DMRC, DOT Ministry of Communication, DSM India, ECI Telecom, Edotco Group, Emerson Network, Enersys India Batteries, Enterprise Ireland, Ernst & Young LLP, Essential Energy India, Evalueserve, Exide, Finolex, Firefly Networks, GAIA Smart Cities, GE Grid Solutions, GTL Infrastructure, HBL Power, Huawei India, Huber Suhner, IBUS Networks, ICICI Bank, Idea Cellular, IDFC Alternatives, IDFC Bank, IIFCL, Indus Towers, Infokool, Infozech, Intelligent Energy, Invendis Technologies India, JLL, Karam Industries, Keith Electronics, Khika, Kirloskar Oil Engines, Kotkar Energy Dynamics, KPMG, L&T Construction, L&T ECC, Lekha Wireless, Lifeline Technologies, MACOM Technology Solutions, Mahindra & Mahindra, Manifold, Microtex Energy, Ministry of Housing and Urban Affairs, Morrison Hershfield Corp, Motilal Oswal, MTNL, NEC Technologies India, Nokia India, Okaya Power, OMC Power, Owens Corning, Panasonic India, Paramount Cables, Paramount Communication, Polycab, PowerGrid, Pratap Technocrats, Protiviti, PRS Permacel, Quadgen Wireless, Quality Austria Central Asia, Ramboll, RBC Capital Markets, Reliance Jio Infocomm, Rosenberger Electronic Co., Rustomjee, RV Solutions, SBI Capital Markets, Secure meters, SEI Trading, Sify, Sikora India, Simco Group, Space TeleInfra, Spaceworld, Spectranet, Speedon Networks, Sterlite FTTH, Sterlite Technologies, STL, Suyog Telematics, Svarn Group, Synergy Telecom, Tafe Motors, TAIPA, Tarantula, Tata Communication, TCIL, Techlineage, Technica Associates, Tek Components, Telecom Network Solutions, Telecom Regulatory Authority of India, TelEnergy Technologies, Telesonic Networks, Tirumala Seven Hills, Tower and Infrastructure Providers Association, Tower Vision, Trading Engineers (International), Ubico Networks, Universal Cables, V & V Comptech Systems, Vanu India, Vertiv, Viavi Solutions, Videocon Telecom Tower, Vindhya Telelinks, Viom Networks, Virgo Consultants, Vodafone Idea, West Coast Optilinks, etc.

## AGENDA/STRUCTURE

### SECTOR TRENDS AND OUTLOOK

- ❖ What are the emerging trends in the telecom infrastructure industry in India? What are the key emerging business models for the industry?
- ❖ What is your outlook for technology/digital infrastructure acceleration post the launch of 5G?
- ❖ What should be the key priorities and focus areas for towercos in the coming years?

### INDUSTRY PERSPECTIVE

- ❖ How has the Indian telecom infrastructure space evolved over the years? How will the role of telecom tower and infrastructure players change with the advent of 5G?
- ❖ What are the key challenges that continue to plague the Indian telecom tower and infrastructure industry? How can these be addressed?
- ❖ What will be your company's key focus areas for the next two years?

### GOVERNMENT PERSPECTIVE

- ❖ What are the key initiatives being taken by the government for telecom infrastructure expansion in the country?
- ❖ What are your views on the evolving 5G ecosystem in the country? What initiatives is the government taking to support 5G service proliferation?
- ❖ What will be key priorities and focus areas for the next two years?

### REQUIREMENTS FOR 5G – SMALL CELLS, MICRO SITES AND IN-BUILDING SOLUTIONS

- ❖ What infrastructure-related amendments do telcos need to make to facilitate 5G roll-out?
- ❖ What is the potential of in-building solutions (small cells, DAS, FTTx, Wi-Fi, etc.)? What is the current status of roll-out of these solutions?
- ❖ What are the issues and challenges in implementing these solutions? What is the market outlook?

### TOWER SITE FIBERISATION

- ❖ What are the key drivers for scaling up tower site fiberisation?
- ❖ What is the current level of tower site fiberisation in the country?
- ❖ What are the key challenges? How can these be addressed?

### NEW GROWTH AVENUES: SMART POLES AND EV CHARGING POINTS

- ❖ What are some of the non-core opportunities (such as smart poles, EV charging points and surveillance) being explored by the towerco industry?
- ❖ What are the key issues and challenges in implementing these solutions?
- ❖ What is the market outlook?

### MOVING TOWARDS EDGE DATA CENTRES

- ❖ What is the economic case for co-locating data centres at tower sites?
- ❖ How will edge data centres enable multiple use cases in the 5G era?
- ❖ What is the current deployment scenario of these data centres in India?

### SITE O&M

- ❖ How has the site O&M changed in the telecom infrastructure space post the Covid-19 pandemic?
- ❖ What benefits can towercos derive from using drones for site O&M?
- ❖ What are the emerging trends that are expected to enable the efficient management of site operations?

### FOCUS ON SMART CITIES

- ❖ How will the communication infrastructure needs and requirements under the Smart Cities Mission change post advent of 5G?
- ❖ What has been towercos' experience under the mission? What are the upcoming opportunities in this space?
- ❖ What are the key challenges in telecom infrastructure deployment for such projects?

### FOCUS ON SUSTAINABILITY – ENERGY MANAGEMENT AND OPTIMISATION

- ❖ What are the energy consumption and management trends in the telecom infrastructure space?
- ❖ What are the current practices being adopted by towercos to ensure sustainability of telecom operations?
- ❖ Which are the key renewable energy solutions being used by digital towercos?

### OPPORTUNITIES UNDER PLI SCHEME AND MAKE IN INDIA

- ❖ How have the Make in India and Atmanirbhar Bharat programmes benefitted the Indian telecom infrastructure industry?
- ❖ What has been the progress under the PLI scheme for telecom and networking products? How will it impact telecom infrastructure roll-outs?
- ❖ Will the roll-out of 5G impact the upcoming opportunities in this domain?

### RoW UPDATE: FOCUS ON GATI SHAKTI SANCHAR PORTAL

- ❖ How will the new centralised RoW "Gati Shakti Sanchar" portal impact RoW clearance processes?
- ❖ What is the current status of RoW implementation across states?
- ❖ What are the key issues and challenges? How can the telecom industry work in collaboration with various departments to resolve these issues?

### STATE FOCUS: UPDATE ON TELECOM INFRASTRUCTURE INITIATIVES

- ❖ What are the key telecom infrastructure initiatives taken in your state? What are your future plans in this regard?
- ❖ What are the key highlights of your telecom infrastructure policy?
- ❖ What are the opportunities for telecom infrastructure providers?

### TOWER DESIGNS AND STRUCTURES

- ❖ What are the various telecom tower designs and structures being used in India? What are the key technologies being used for tower management?
- ❖ What are the new and emerging tower designs in the global industry? Are these suitable for the Indian market?
- ❖ What are the challenges faced while deploying new & advanced tower structures?

# TELECOM INFRASTRUCTURE IN INDIA

## Confirmed speakers so far:



DEBASHISH BHATTACHARYA  
Sr. Dy. Director General  
Broadband India Forum



TILAK RAJ DUA  
Director General  
Digital Infrastructure Providers  
Association (DIPA)



SANDEEP GIROTRA  
CEO India  
American Tower Corporation (ATC)



VIJAY JAIN  
Associate Director  
TowerVision India Private Limited



VIKRANT K. AGGARWAL  
Co-founder & Director  
EVI Technologies



K. RAJARAMAN  
Chairman, DCC and Secretary (T)  
Department of Telecommunications



C S RAO  
CMD  
Quadgen Wireless



AJIT SHANKAR  
Managing Director & CEO  
Ardom Towergen



SWAPNIL SRIVASTAVA  
Global TMT Analyst Leader  
EY

**Previous speakers (in alphabetic order):**

- ❖ A Shankar  
Chief Operating Officer, **JLL**
- ❖ Pradeep Kumar Agarwal  
Advisor, **Gurugram Smart City**
- ❖ Abdul Ashfaq  
National Head, Fiber Planning, **Bharti Airtel**
- ❖ Alka Selot Asthana  
Chief Technology Officer, **Bharti Infratel**
- ❖ Rajesh Bansal  
VP, and National Head Energy, **Indus Towers**
- ❖ Shubha N. Bhambhani  
Principal General Manager (C&M), **BSNL**
- ❖ Bharat Bhargava  
Partner, TCE, Business Advisory Services, **Ernst & Young LLP**
- ❖ Umang Das  
Chairman, **Foreign Investors India Forum**
- ❖ Bimal Dayal  
Chief Executive Officer, **Indus Towers**
- ❖ Sandeep Dhingra  
Chief Technology Officer, Network Service Business, **STL**
- ❖ T.R. Dua  
Director General, **TAIPA**
- ❖ Jitendra Garg  
Director, Department of Telecommunications,  
**Ministry of Communications**
- ❖ Vijay Jain  
Chief Operating Officer, **Tower Vision**
- ❖ Satish Jamadagni  
VP, Network Planning Engineering, **Reliance Jio**, and  
Vice Chair, **Telecommunications Standards Development Society, India**
- ❖ Nirmal Kumar Joshi  
Director, Project, BBNL and Joint Administrator (Technical), **USOF**
- ❖ Tejinder Kalra  
Chief Operating Officer, **Indus Towers**
- ❖ Neelesh Kelkar  
Head Smart Cities, **Indus Towers**
- ❖ Shantanu Kulkarni  
Head, Network Software, **STL**
- ❖ Sairam Prasad  
President, Field Operations, **Reliance Jio**
- ❖ Deepak Sanghi  
Senior Vice President, **Bharti Airtel**
- ❖ Deepak Saxena  
Vice President, **Vodafone Idea**
- ❖ Annirudhha Shahapure  
Chief Knowledge Officer, **Pune Smart City**
- ❖ Ajit Shankar  
Managing Director & CEO, **Ardom Towergen**
- ❖ Amit Sharma  
Executive VP and President, Asia, **ATC India**
- ❖ Haroon Siddiqui  
Vice President and Head, MEP, **Rustomjee**
- ❖ Vineet Sirpaul  
Senior Vice President, **Space TeleInfra**
- ❖ R. Srinivas  
Member, Technical Committee – ITPI, Town & Country Planner,  
**Town and Country Planning Organisation**
- ❖ U.K. Srivastava  
Principal Advisor, **Telecom Regulatory Authority of India**
- ❖ B. Sundar  
Special Secretary, Department of ITEC, **Government of Andhra Pradesh**
- ❖ D Venkateswarlu  
Director, Production, **ITI Limited**

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### Registration Fee

Delegates	Fee without discount			
	INR	GST@18%	Total INR	USD
One delegate	25,000	4,500	29,500	421
Two delegates	40,000	7,200	47,200	674
Three delegates	55,000	9,900	64,900	927

- GST @18 per cent is applicable on the registration fee.
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- Payments for "early bird" registrations should come in before the last date of discount. Discount offers cannot be combined with any other offer.
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### Organisers

The conference is being organised by **India Infrastructure Publishing**, the leading provider of information on the infrastructure sectors through magazines, newsletters, reports and conferences. The company publishes **tele.net**, **Indian Infrastructure**, and **Renewable Watch** and **Smart Utilities** magazines. In addition, it publishes **Telecom News** (a weekly newsletter), and the **Telecom Directory and Yearbook**. The group also operates **www.tele.net.in**, India's most comprehensive telecom website.

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