



CONECTA LATAM

THE POWER OF CONNECTIONS



CONECTA LATAM

Digital Transformation & Innovation

Conecta Latin Digital Transformation & Innovation CARIBBEAN AND CENTRAL AMERICA SUMMIT

www.conecta-latam.com/latam



December 4-5

Mayfair Hotel & Spa
Miami | USA

Conecta brings together a C-level executives from leading carriers, communications service providers, regulators, user groups and vendors from across the Caribbean and Central America markets to share experiences and market insights in a single world class forum.

This summit combines educative content, assessing the state of the industry and identifying new areas of growth with the possibility of one to one interaction and networking. Agenda is totally focused on technology, business case studies, tackling all the main regional issues to help operators grow and move forward.

MINDSET CHANGE FOR FIND OPPORTUNITIES AND IDENTIFY NEW BUSINESS MODELS

- How are telcos working to meet the real needs of evolution, automation and digitization?
- In what way is it possible to break paradigms for the find for new business models?
- How to work the mindset change in the professionals?
- How to make the transition from your business models, processes and teams to digital, with legacy in operation, without losing profitability?
- How to obtain information through data for business generation and efficiency gain?
- Digital journal, agile methodology, IA, Machine Learning, 5G, IoT and Big data among other topics will be presented and discussed.



Target Audience:

BY COMPANY: mobile, fixed and cable operators, service providers, regulators and government bodies, vendors

BY FUNCTION: Board level – General Managers and CEOs – VPs, Chiefs, Heads, Directors and Managers of Business Development, Networks, Marketing, Commercial, Strategic Planning, Technology

Typical breakdown

100+
EXECUTIVES

30+
SPEAKERS

70%
C-LEVEL, VPs
and Directors



Platinum Sponsor:



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Speaker confirmed:

Aileen Corrigan, Chief Digital Officer (CDO), DIGICEL GROUP

Vincent Benezech, Chief Strategy Officer, AlticeDo

Ivan Tesucum, CEO, DIGI BELIZE

Damian Blackburn, CEO, ALIV

Pedro Sousa, VP GDO IT Delivery, C&W, Liberty Latin America

Henry De Dios, Engineering Director, CLARO DOMINICAN REPUBLIC

Amilkar Torres, VP Product Development, C&W, Liberty Latin America

Tony McDowell, Senior Director Network Engineering & Operations, T-Mobile

Eldert Louisa, Chief Technical Officer, TELEM GROUP

David Dockter, Head of Strategy & Analytics, CABLE BAHAMAS

Erick Rada, Head of BI & CVM Panama y El Salvador, DIGICEL GROUP PANAMA

Giovanni King, Chief Operating Officer, Bureau Telecommunications and Post

Flavio Lang, Broadband and Entertainment Executive Director, Liberty Latin America

John Narus, Senior Director, Digital Products, HBO Latin America

Tamara Lalla Ragoonath, Senior Manager Caribbean Marketing Sales and Programming, DIRECTV Caribbean

Ari Lopes, Principal Analyst, OVUM

Carlos Bosch, Head of Technology, GSMA

Sergio Adames, Director of IoT and Strategic Wholesale, SPRINT

Dr. Silvia Elaluf-Calderwood, Professional consultant and researcher

Leon Williams

Jose Luis Horna, CEO, CONVERLOGIC

Leticia Latino, President & CEO, NEPTUNO

Juan Francisco Savedra Plata, Co-Founder/CEO, Kuack Media Group Corp

Horacio Gennari, Consultant, BB BUSINESS BUREAU

Tuesday, December 3rd

7:00pm Welcome Networking Cocktail



Day 1 - Wednesday, December 4th

08:45am Official Conecta Latin Digital Transformation & Innovation Opening

08:50am Chairman's Opening Remarks: [Leon Williams](#)

09:00am The 5G Opportunity: What the early deployments have shown so far and what the future looks like for 5G

5G promises to boost mobile networks, with speeds up to 100 times faster and up to a tenfold reduction in latency. These capabilities open up new, exciting possibilities of what can be delivered over mobile networks, including virtual reality (VR) experiences, multiplayer video-game streaming, and more. What is clear is that telecoms operators will need to develop several types of partnerships in order to take advantage of the new technology. This presentation will discuss the strategies behind the first 5G deployments in the world and what are the main trends for 5G.

[Ari Lopes, Principal Analyst, OVUM](#)

09:40am Digital Transformation fuelled by Foresight

[Anuska Sonai, Founder & CEO, 21Q Caribbean n.v.](#)

10:00am PANEL DISCUSSION: Digital Transformation beyond the obvious

- Redesign management system for change leadership role
- What is the company vision about leadership?
- How do you motivate your team in a way that has never happened before across the value chain?
- How can operator earn money with CEM? Why invest? Real returns of income increase, reduction of churn, monetization, CAPEX, etc.

*Moderator: **Anuska Sonai, Founder & CEO, 21Q Caribbean n.v.***

Panelists:

Pedro Sousa, VP GDO IT Delivery, C&W, Liberty Latin America

Aileen Corrigan, Chief Digital Officer (CDO), DIGICEL GROUP

10:30am Coffee Break & Exhibition Visit Sponsored by



11:00am PANEL DISCUSSION: Preparing for 5G, which way to go?

- The future of networking
- Network Modernization and Virtualization:
- Maturity and virtualization priority of each part of the network
- Mission-critical services
- Increasingly complex network
- Data Center Virtualization
- How to support multiple levels of services on the same network with network slicing

*Moderator: **Ari Lopes, Principal Analyst, OVUM***

Panelists:

Eldert Louisa, Chief Technical Officer, TELEM GROUP

Giovanni King, Chief Operating Officer, Bureau Telecommunications and Post

Henry De Dios, Engineering Director, CLARO DOMINICAN REPUBLIC

11:40pm To be defined

Reserved for Amdocs

12:15pm Network Transformation in T-Mobile

Tony McDowell, Senior Director Network Engineering & Operations, T-Mobile

1:00pm Networking Lunch & Exhibition Visit

2:10pm PANEL DISCUSSION: Telecommunications a strategic ally for the development of Latin America

IoT, smart cities, IoT, smart cities, health, education

*Moderator: **Leon Williams***

Panelists:

Ivan Tesucum, CEO, DIGI BELIZE

Flavio Lang, Broadband and Entertainment Executive Director, Liberty Latin America Jamaica

Vincent Benezech, Chief Strategy Officer, AlticeDo

2:45pm #TheConnectedMan

Hyperconnectivity: where the world is going? Will we all be algorithms?

Horacio Gennari, Consultant, BB BUSINESS BUREAU

3:15pm The Digital Trade Balance in Latin America: Analysis of Cloud Computing in its emergent markets

Dr. Silvia Elaluf-Calderwood, Professional consultant and researcher

3:45pm SIM Evolution (eSIM/eUICC/5G)

Jose Luis Horna, CEO, CONVERLOGIC

4:05pm Coffee Break & Exhibition Visit

4:35pm PANEL DISCUSSION: Data and IoT drive Transformation of Mobile Operators

- How to improve the operator value position beyond connectivity
- Data and Analytics are the force to improve efficiency and productivity
- Internet of Things: How can telcos make money with IOT?
- Challenges to leverage business in IoT

Moderator: Ari Lopes, Principal Analyst, OVUM

Panelists:

Aileen Corrigan, Chief Digital Officer (CDO), DIGICEL GROUP

Sergio Adames, Director of IoT and Strategic Wholesale, SPRINT

Carlos Bosch, Head of Technology, GSMA

5:05pm PANEL DISCUSSION: Using Big Data and Analytics to generate customer insights and solutions to create EBITDA

- Challenges facing operators: our history as a big data laggard
- Building blocks required for cloud based big data analytical machines
- Which data do we have that can improve customer experience and our bottom line?
- The fight: The epic battle between strategy, marketing and IT functions: who should lead?
- The issue: Privacy
- So what? Where's the money

Panelists:

Carlos Bosch, Head of Technology, GSMA

David Dockter, Head of Strategy & Analytics, CABLE BAHAMAS

Erick Rada, Head of BI & CVM Panama y El Salvador, DIGICEL GROUP PANAMA

5:45 Closing of Day 1

7:00pm Networking Dinner + Party at Montys Bar

Day 2 - Thursday, December 5th

08h50am Chairman's Day 2 Opening Remarks: Leon Williams

09:00am Altice's Case Study: Customer Experience Journey

Vincent Benezech, Chief Strategy Officer, AlticeDo

09:40 PANEL DISCUSSION: How Recover the network after Hurricane

How ALIV recover the network after Hurricane Dorian in record speed: *Damian Blackburn, CEO, ALIV*

Building back after hurricane IRMA and resilience network: *Eldert Louisa, Chief Technical Officer, TELEM GROUP*

10:40am Coffee Break & Exhibition Visit

11:10am Products and services for a positive impact in financial inclusion

Amilkar Torres, VP Product Development, Cable & Wireless Communications

11:40am Challenges of 5G implementation in the Dominican Republic

Henry De Dios, Engineering Director, CLARO DOMINICAN REPUBLIC

12:10pm Networking Lunch & Exhibition Visit Sponsored by



1:20pm PANEL DISCUSSION: How is Society Seeking Digital Services

Customers demand intuitive and real-time support experiences, and organizations that don't provide these will be at a great disadvantage.

- Drive revenue and subscriptions with technology to enable new business models
- Importance of emotional engagement in decision making
- The effect of many choices on decision-making
- How can you ensure that you are delivering the most relevant products, messages or offers to your customers, at the most appropriate time?

Moderator: Ari Lopes, Principal Analyst, OVUM

Panelists:

John Narus, Senior Director, Digital Products, HBO Latin America

Tamara Lalla Ragoonath, Senior Manager Caribbean Marketing Sales and Programming, DIRECTV Caribbean

Juan Francisco Savedra Plata, Co-Founder/CEO, Kuack Media Group Corp

2:30pm Manage the end-to-end customer experience journey customers

Erick Rada, Head of BI & CVM Panama y El Salvador, DIGICEL GROUP PANAMA

3:30pm Towers and the Growth of SmartCities

Leticia Latino, President & CEO, NEPTUNO

4:00 pm Coffee Break & Exhibition Visit

4:30pm ACTIVE DIALOG

Interactive space to encourage new ideas, exchanging of experiences and networking. Active Dialog is a space in the form of round tables in which we developed different themes for different profiles of professionals.

For each topic we selected renowned experts who will give their opinion on the topic with exclusive space for audience interaction to exchange ideas, experiences and networking.

After the discussion we will have a round of "Key Insights" in which one person from each table will volunteer to speak up the main insights on the topic they participated, so the whole audience will have an overview of the experiences that were shared.

Take this opportunity and choose now which topic has more synergy with your profile!

Table 1: Agile Methodologies for Efficiency and Results Gain

Leader: *Tamara Lalla Ragoonath, Senior Manager Caribbean Marketing Sales and Programming, DIRECTV Caribbean*

Table 2: Digital operating model: Implementation of Automation for customer

Leader invited: *Vincent Benezech, Chief Strategy Officer, AlticeDo*

Table 3: BSS / OSS Implementation: how achieve Digital Transformation in IT & Telco Infrastructure Management

Leader: *Pedro Sousa, VP GDO IT Delivery, C&W, Liberty Latin America*

Table 4: FTTH

Leader: *Ivan Tesucum, CEO, DIGI BELIZE*

5:20pm Closing of the Event



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