

Panels

**Tuesday, September 29, 2009
3:15 pm to 4:45 pm**

PAN-700

PAN-700 – MDU Considerations Panel

Experts will explore the trends, dispel the myths and provide best practices and methods for successful fiber deployments within MDU/service providers.

Moderator: Trevor Smith, ADC Telecommunications

Trevor Smith was recently named Director of Carrier Solutions for ADC's Global Connectivity Solutions Group. In this role, Smith and his team will work closely with carriers around the world to help solve tough network-related problems by bringing solutions to market that enable carriers to reduce OPEX and CAPEX through design efficiencies and improve their overall return on investment.

During Smith's 15-year tenure with ADC, he has been responsible for product management of the company's fiber optic connectivity products lines and the launch of ADC's OmniReach® FTTX portfolio. He holds more than 20 patents relating to fiber optics and fiber optic networks.

Smith holds a Bachelors of Science Degree in Mechanical Engineering from the University of Minnesota and an MBA from the University of St. Thomas. He is a frequent speaker at industry conferences and has authored numerous articles for the trade media.

Panelists:

José Luis Novoa Lozano, Telefónica España

José Luis Novoa Lozano works for Telefónica España in the technology group.

He has held different positions related with outside plant construction, and product development and standardization. Currently, his main focus is on selecting the most efficient technologies to improve broadband access (FTTx technologies).

José Luis holds a degree with honours in Physics from the Complutense University of Madrid (UCM), and, also, a degree in Economics.

FTTH rollout in brown field, especially in very dense areas with MDU, has been the great challenge since the begging of FTTH deployments.

This paper summarizes first studies and experiences with FTTH in buildings, made by Telefónica España.

Different scenarios have been taken into account: from situations with spare tubes and free spaces available everywhere for cable and element installations, to scenarios where cables and elements have to be installed on the wall. Also, different options related to alternative infrastructures have been considered.

Kevin Berrett, TDS Telecommunications Corporation

Kevin began his career with TDS over 15 years ago as a lineman. In 1996, he worked his way up to the OSP Engineering Group and assumed responsibilities in engineering, inspection of the construction projects in various areas/states in the Midwest and Pacific Northwest. In June 2007, Kevin became one of two Associate Managers - Route Acquisition. In his current role, he manages the upper Midwest (MI, WI, IL, IN, OH) and territories West of the Mississippi River for easements, surveys, land lease and special use permits. Kevin is currently involved in major FTTx deployments in Monticello, MN and Arizona with the Bureau of Land Management (BLM) and BIA (Bureau of Indian Affairs).

Lance Smith, Windstream Communications

Lance Smith serves as National Sales Manager – MDU for Windstream Corporation (NYSE: WIN). Lance manages sales of local telephone; high-speed Internet and digital video services to apartment properties and other master planned residential subdivisions across the company's 16-state territory. Lance oversees relationships with real estate developers, property owners and trade associations including the National Apartment Association and National Home Builders Association.

Prior to joining Windstream, Lance managed builder and developer relations for new residential and business construction projects with CT Communications Inc. Prior to CT, Lance served as Regional Sales Manager for PSNC Energy (Scana Corp).

Lance has a bachelor's degree in public relations and marketing from Appalachian State University in Boone, N.C. He also is a licensed broker through the North Carolina Real Estate Commission.

The Windstream MDU FTTP Presentation will provide attendees an overview of Windstream and its sales strategy for the residential MDU Market. A case study on Forty 57 at Glasford Apts will explore basic FTTP conduit design, Broadband Speeds offered and video / cable TV delivered via the fiber.

Kevin Smith, Verizon

Kevin is currently Director of Engineering Process Assurance for the Verizon footprint. Kevin is responsible for supporting the OSP Engineering organization as well as developing passive products to drive cost and labor efficiencies in the FTTP network.

Kevin has been involved with passive fiber product development for the past 4 years. His team focus has been to develop innovative product sets that both reduce material costs and improve labor productivity. Products to support the FTTP build in the MDU space has been a primary focus for the past 24 months.

Kevin has been with Verizon for 14 years and has held a number of positions in both Outside Plant Engineering and Construction.

Kevin holds a Bachelor of Science degree in Electrical Engineering Technology from Rochester Institute of Technology.

Kevin is based at the Verizon Center in Basking Ridge, New Jersey. He lives in Phillipsburg, NJ with his wife Megan and his 3 children.