

**Track Sessions**  
**Wednesday, September 30, 2009**  
**8:00 am to 8:45 am**

**T-901-G – Advanced Network Design, Construction and Management**

**T-901-G – GIS Enabled Network Monitoring and Work Management System – Will Aycock & Chris Beisner**, Greenlight Cable Internet and Phone & Enhanced Telecommunications, Inc.  
**Level:** General Audience

A key element of effective network management is an intuitive and robust monitoring system. Existing tools provide information relative to network troubles but often lack a clear link to physical location. To overcome this limitation an automated & integrated Geographic Information Systems based alarm monitoring system has been developed.

*Will Aycock currently serves as the Operations Manager for Greenlight Cable Internet and Phone. Will holds a BS in Community and Regional Planning from Appalachian State University, a MA in Geography from East Carolina University and is a graduate of the UNC School of Government's Chief Information Officer certification program*

*Chris Beisner is the Director of Access Network Products for ETI Software Services. Chris holds a BA in Speech Communications and History from Iowa State University and a MS in Management Information Systems from the University of Nebraska - Omaha..*

**T-902-I – Advanced Network Design, Construction and Management**

**T-902-I – Maximize Savings on FTTH Residential Deployments – Eric Hjelmestam**, Tilgin IPRG  
**Level:** Intermediate

Traditionally one of the major investments a service operator will make - the set-top box. Yet so much more can be achieved with this equipment. Interactivity, targeted advertising, DLNA, PVR. See how all this can be used and exploit the mega bandwidths of FTTH. Presentation will consist of a short Power Point Presentation with Animated examples of typical service flows, followed by Q&A.

Eric has over 10 years experience working a variety of product roles within the telecommunications industry on both the business and technology side. Prior to his work at Tilgin, Eric held leading positions within Product Management and Business Development at Ericsson focusing on their IP-based solutions.

**T-903 – Portuguese Language Track**

**Track 903 – “PT: líder em Portugal no desenvolvimento de redes em fibra óptica” – Zeinal Abedin Mahomed Bava**, Portugal Telecom SGPS

A Portugal Telecom é um operador global com mais de 70 milhões de clientes em 14 países, possuindo um longo historial de inovação e desempenho operacional e financeiro..

A PT disponibiliza aos seus clientes os melhores serviços do mercado, assentes em infra-estruturas avançadas e tecnologias de ponta.

O plano de investimento da PT em fibra óptica irá dar início a uma nova era digital em Portugal.

*Zeinal Bava, 43 anos, é o CEO da Portugal Telecom desde o início de 2008. Zeinal Bava iniciou as suas funções enquanto CFO da PT Multimédia em 1999 e foi CFO do Grupo PT entre 2000 e 2006. Antes de ser nomeado Presidente Executivo da PT, Zeinal Bava representou vários cargos na Portugal Telecom, tendo sido CEO da PT Multimédia, até à data do spin-off, CEO da TMN e Vice-Presidente do negócio fixo em Portugal.*

*Antes de integrar os quadros da PT, Zeinal Bava foi o Director Executivo e de Relações para Portugal da Merrill Lynch International de 1998 a 1999. Anteriormente, Zeinal Bava desempenhou o cargo de Director Executivo e de Relações da Deutsche Morgan Grenfell de 1996 a 1998, e da Warburg Dillon Read de 1989 a 1996.*

*Zeinal Bava é licenciado em Engenharia Electrónica e Electrotécnica pela University College of London.*

#### **T-904-I – T-904-I – New Technology**

**T-904-I – Cable’s FTTH Opportunity – RFoG ROI in Rural Environments – Shridhar Kulkarni,** Aurora Networks

**Level:** Intermediate

Fiber’s new opportunity in cable - rural RFoG deployments. MSOs must take steps to implement RFoG in rural areas to keep pace. Learn what makes rural RFoG a viable FTTH business opportunity, as well as best practices and case studies on successful deployments.

*Shridhar Kulkarni, product manager of Aurora Networks, brings years of networking and telecommunications experience to the industry. With over 12 years experience in R&D, product development and marketing, Kulkarni draws upon his expertise to design and present cutting-edge technological solutions to the marketplace.*

#### **T-905-G - Finance and Regulatory**

**T-905-G – Stimulus Grant Strategies 101 – Kevin Krufky,** Alcatel-Lucent

**Level:** General Audience

How to write a grant effectively.

*Kevin Krufky serves as Legislative Counsel for Alcatel-Lucent’s wireline technology and services business. Prior to joining Alcatel-Lucent, Mr. Krufky was in private legislative and regulatory practice in Washington, DC.*