

3<sup>rd</sup> Annual

# CANADIAN TELECOMMUNICATIONS FORUM

October 31 – November 1, 2005 • The Sutton Place Hotel • Toronto

*The past year has seen competition within the telecommunications industry reach new heights. As industry players jockey to try to gain a competitive advantage with new technology, the current regulatory regime struggles to keep pace. The coming year promises even greater change. Attend this event and learn:*

- What the current economic fundamentals look like for this industry, and what is forecast for the future
- What progress is being made with the Telecom Policy Review, and the latest thinking on how Canada's regulatory regime can best reflect current technological and market realities
- What impact the recent CRTC decision on VoIP will have, especially on competition in the local service arena
- What international regulatory trends are emerging, and where Canada ranks
- Where policy on 'lawful intercept' is heading
- How challenges surrounding the '911' service can be resolved

*and much more...*

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**PROGRAM  
CO-CHAIRS**

Kirsten Embree  
Partner  
Fraser Milner Casgrain LLP

Michael Koch  
Partner  
Goodmans LLP

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## WHO SHOULD ATTEND

*From wireless, wireline, satellite and cable telecommunications companies, including internet service providers and industry associations:*

- *CEO's, CFO's, Presidents, Vice Presidents, Directors of Technology, Operations, Corporate Strategy, Marketing, Consumer / Business Solutions, Business and Legal Affairs, Government and Regulatory Affairs*

*From legal and consulting firms, government organizations including the CRTC, Department of Industry and the Competition Bureau*

- *President, Partner, Director of Research, Spectrum Management, Policy Advisors and Analysts in Telecommunications Finance and Regulatory Affairs, Economists*

Dear Colleague

Remember "convergence" and "the information highway?"

Last heard in the mid-1990s, convergence and the information highway have returned and may finally be here to stay. The past couple of years have seen numerous developments in broadband technology and the competitive landscape with the telcos and cable companies finally launching head-first into each others' businesses, the rise of VoIP, and the adoption of many new applications for wireless platforms.

Spurred on by these developments, there has never been a busier time on the regulatory agenda. The CRTC's VoIP decision is just out, Bell and TELUS have promised an appeal to Cabinet, the CRTC has commenced a proceeding to consider the criteria for local forbearance and the Government is reviewing Canada's telecommunications and spectrum policies, all at the same time as Government and regulators grapple with the impact of new technologies on such fundamental issues as law enforcement and the safety of Canadians

There is plenty to talk about, and we believe Insight has put together an exciting program that will bring together all of the major themes coursing through our exciting industry.

We look forward to seeing you there.

Sincerely,

Kirsten Embree  
Partner  
Fraser Milner Casgrain LLP

Michael Koch  
Partner  
Goodmans LLP

*Delegates will receive a set of original materials that will serve as a valuable reference source after the program.*

# MONDAY

OCTOBER 31, 2005

8:15 **Registration and Continental Breakfast**

9:00 **Welcoming Remarks from Insight Information**

9:05 **Opening Remarks from the Co-Chair**

**Kirsten Embree**

*Partner*

**Fraser Milner Casgrain LLP**

9:15 **Industry Economics: What's on the Horizon**

**Moderator:**

**Bernard Courtois**

*President and CEO*

**ITAC**

**Dvai Ghose**

*Managing Director & Canadian Telecom Services Analyst*

**CIBC World Markets**

**Peter Rhamey**

*Managing Director, Telecommunications*

**BMO Nesbitt Burns**

**Paul Holman**

*Managing Director*

**Dominion Bond Rating Service Limited**

- Prospects for further industry and cross-sector consolidation
- Cablecos' ability to compete in the voice market, and Telcos' ability to compete in the pay TV market
- Prospects for the wireless sector
- Implication for investors
- Voluntary wireless number portability
- WiMAX and WiFi potential

10:15 **Coffee Break**

10:30 **Telecom Policy Review**

**Moderator:**

**Grant Buchanan**

*Partner*

**McCarthy Tétrault LLP**

**Ken Engelhart**

*Vice President, Regulatory*

**Rogers Communications Inc.**

**Lawson Hunter**

*Executive Vice President*

**BCE Inc.**

**Chris Peirce**

*Senior Vice President, Regulatory and Government Affairs*

**MTS Allstream Inc.**

**Janet Yale**

*Executive Vice President, Corporate Affairs*

**TELUS**

*On April 11, 2005, the Minister of Industry announced its Telecommunications Policy Review Panel (TPR). The panel*

*was asked to study and report by the end of the year on three areas that must continue to evolve in order to keep pace with rapid changes in technology, consumer demand and market structure, namely: regulation, access, and information and communications technologies (ICT) adoption. On June 6, the TPR published its Consultation Paper in which more than 100 issues were put out for public comment by August 15 with second round comments due September 15. Panelists will provide their thoughts and discuss selected items from the TPR process.*

11:30 **Local Services: The Last Great Regulatory Battlefield**

**Moderator:**

**Lorne Salzman**

*Partner*

**McCarthy Tétrault LLP**

**Mirko Bibic**

*Chief, Regulatory Affairs*

**Bell Canada**

**Teresa-Griffin Muir**

*Vice President, Regulatory Affairs*

**MTS Allstream Inc.**

**Michael Hennessy**

*President*

**Canadian Cable Television Association**

- Was the CRTC's VOIP decision right or wrong? What have we learned from 6 months of post-decision experience?
- Are the new entrants being overly protected from the ILECs?
- When and how should the CRTC forebear from regulating ILEC local services?
- Will the business and residential markets evolve differently? What are the regulatory implications?
- What's left to regulate after local forbearance?
- What special issues arise with non-traditional local providers that connect by IP with end users?

12:30 **Luncheon**

1:15 **Keynote Luncheon Address**

**Robert Quance**

*General Manager*

**MCI Canada**

2:00 **International Trends in the Regulation of the Telecommunications Industry**

**Dimitri Ypsilanti**

*Directorate on Science, Technology and Industry*  
**OECD, Paris**

*Main trends in regulatory policies internationally*

- Development of competition in G7 economies
  - regulatory treatment of VoIP
  - benchmarking Canada relative to other countries subject to studies conducted by OECD
- Broadband developments across the OECD

2:45 **Refreshment Break**

ANALYSTS' ROUNDTABLE

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### 3:00 **Spectrum Policy and Management: What's Next?**

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**Moderator:**

**Peter Barnes**

*President and CEO  
CWTA*

**Fernand Léger**

*Director, Spectrum and Radio Policy  
Telecommunications Policy Branch  
Industry Canada*

**Ed Prior**

*Director, Government & Regulatory Affairs  
TELUS Mobility*

**Dawn Hunt**

*Vice President of Government  
and Intercarrier Relations  
Rogers Wireless*

**Bryan Boyd**

*President and CEO  
TeraGo Networks Inc.*

- Issues arising from the Spectrum Framework consultation; public safety spectrum, spectrum use and flexibility, FCFS changes
- UWB, Licence exempt and cognitive radio impact on spectrum policy
- WiMax and/or licensed exempt spectrum developments
- The Spam Task Force, LNP

### 4:15 **Will the Foreign Ownership Issue be Resolved Through Industry Consolidation?**

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**Moderator:**

**Barbara Miller**

*Partner  
Fasken Martineau DuMoulin LLP*

**Ken Stein**

*Senior Vice President, Corporate  
and Regulatory Affairs  
Shaw Communications Inc.*

**Valerie Ferraro**

*President  
Yak Communications (Canada) Inc.*

- Has recent industry consolidation activity lessened the need for increased foreign investment and capital?
- To what extent will new technologies/services affect foreign ownership issues?
- Does ownership of the infrastructure really matter in the new environment?
- Do foreign ownership restrictions actually restrict Canadian companies' efforts to Canada, with little international presence? Contrast this with Murdoch or Time Warner
- Given the WTO agreement, does it make sense to let foreign companies into the market with foreign access to capital and not Canadian companies?

### 5:15 **Conference Adjourns for the Day**

### 5:30 **Wine and Cheese Reception Sponsored by**

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# TUESDAY

NOVEMBER 1, 2005

### 8:15 **Breakfast**

### 9:00 **Opening Remarks from the Co-Chair**

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**Michael Koch**

*Partner  
Goodmans LLP*

### 9:15 **'Lawful Intercept': Where is Policy Headed?**

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**Moderator:**

**Kirsten Embree**

*Partner  
Fraser Milner Casgrain LLP*

**Darryl Sitka**

*A/Chief, Investigative and Telecommunication  
Technologies, National Security Policy Directorate  
Public Safety and Emergency  
Preparedness Canada*

**Jay Kerr-Wilson**

*Vice President, Legal Affairs  
CCTA*

**Scott Coleman**

*Director of Product Management  
SS8 Networks, San Jose CA*

- Overview of Government of Canada proposals regarding interception capability and access to subscriber information
- Expanded coverage of LI requirements as new technologies emerge and gain adoption
- Greater cooperation from the newer technology service providers
- Protection of network subscriber's privacy through precisely targeted intercepts
- Developments in the US and Europe – is Canada in step with its major trading partners?
- What role do technical standards play in lawful access solutions and how are those standard developed?
- Operational and capital costs – who pays the peeper?

### 10:15 **Coffee Break**

### 10:30 **Resolving the Challenges Presented by the '9-1-1' Service**

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**Michael Koch**

*Partner  
Goodmans LLP*

**Parke Davis**

*Senior Regulatory Advisor, Public Policy  
and Regulatory Affairs  
TELUS*

**Judy Broomfield**

*9-1-1 Emergency Voice Services Coordinator  
Toronto Police Service*

**Ben Rovet**

*Senior Regulatory Counsel  
Yak Communications*

## **Dennis Béland**

*Director, Regulatory Affairs, Telecommunications  
Quebecor Media Inc.*

- Short, medium and long term: What are the CRTC's existing rules for VoIP and wireless, and is everyone complying? What technological improvements are around the corner (nomadic VoIP routing, Phase II wireless), and are regulatory changes needed to make them happen? Is an all-IP 9-1-1 system desirable? Inevitable? Who will build it? Who will pay for it?
- Comparison between the CRTC and FCC VoIP 911 Rules
- Who pays what, for the 9-1-1 service?
- Current proposals in other jurisdictions dealing with public safety answering points (psap)
- Is there a need for 9-1-1 regulation?

## **11:30 Extending Broadband to Rural Areas: What's Left to be Done?**

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### **Moderator:**

#### **Iain Grant**

*Managing Director  
SeaBoard Group*

#### **Gary Jochelman** (Invited)

*Executive Director, Federal Relations  
and Special Projects, Business New Brunswick  
Government of New Brunswick*

#### **Bruce Barr**

*President  
Barrett Xplore Inc.*

#### **W. Kym Wittal, P.Eng.**

*Chief Technology Officer  
SaskTel*

#### **Ibrahim Gedeon**

*Vice President, Chief Technology Officer  
TELUS*

*Broadband connectivity is important – it is the backbone of the new economy. This panel will look at what is being done to bring broadband to remote, and non-urban communities. We will look at what Sasktel is doing, with DSL and radio; what TELUS plans to do with the BC government in remote areas of that province, new ways that radio can be used to extend broadband points of presence, what an innovative cable company is doing in rural Manitoba, and innovations planned in New Brunswick.*

## **12:30 Luncheon**

## **1:45 Integrating Mobile Services Into Existing Service Offerings**

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### **Moderator:**

#### **Brian Sharwood**

*Principal  
SeaBoard Group*

#### **Jack Kozik**

*Chief Technology Officer And Director of  
Architecture of Mobile Applications  
Lucent Technologies*

#### **David Robinson**

*Vice President, Business Development  
Rogers Communication*

- Integrating mobile services into regular services
  - package offerings, back-office functions; billing, operating systems
- Impact of number portability
  - Sept. 1, plans for schedule of portability study to be announced
  - will it promote customer 'churn'?

## **2:45 Refreshment Break**

## **3:00 Competing in the Business Market: The Role of New Services and New Technology**

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### **Moderator:**

#### **Jonathan Daniels**

*Telecommunications Consultant*

#### **Joe Parent**

*Vice President, Marketing and  
Business Development  
Vonage Canada*

#### **Ted Chislett** (Invited)

*President  
Primus*

- What sectors will be experiencing growing demand for telecommunications services? What types of services?
  - eg. Healthcare, natural resources such as oil and gas, mining, transportation?
  - large multinational companies?
- VoIP and wireless; how will they advance competition in this market?
  - are they substitutes or add-ons, and to what extent?
  - which markets will benefit the most?

## **3:45 Competing in All Directions: Strategies for the Consumer Market**

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### **Moderator:**

#### **Perry Hoffman**

*Editor  
Report on Wireless*

#### **Andrew Black**

*President and CEO  
Virgin Mobile Canada*

#### **Gerald McGoey**

*Chief Executive Officer  
LOOK Communications*

#### **Richard Sharp**

*CEO  
PodChannels Inc.*

- Bundling issues and opportunities in an accelerated environment, cross-platform synergy, VoIP
- Wireless and mobile services
- Competition between phone and cable co's; what VoIP adds to the mix
- Leveraging content across platforms to drive business opportunities
- Roll out of 3G technology
- Deals for content, rights clearance
- Demographics; who's the target for what?
- What will people pay for?
- Pricing: subscription versus ad supported content

## **5:00 Conference Concludes**

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Conference Code: TCC05861

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**Yes!** Please register the following delegate(s) (photocopy for additional delegates)

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