6th Annual Get To Fast Faster (GTFF) 2018

The Power of “And” – Open, for Business

Wednesday 28 - Thursday 29 November
AVANI Riverside Bangkok Hotel
Bangkok, Thailand
Get To Fast Faster (GTFF) 2018

Wednesday 28 - Thursday 29 November
AVANI Riverside Bangkok Hotel

Intelligent access: Make your networks faster, better and smarter

Faster
Fixed and wireless. Copper, cable and fiber. Select the right mix of FTTx to bring ultra-broadband to more people more quickly.

Better
Fix the weakest link in your services and unlock new revenues with Nokia smart home solutions.

Smarter
Virtualize, slice and automate your network for smarter, more profitable, operations.

Now in its sixth year running, Nokia’s flagship Ultra-Broadband user conference & customer event has established itself as a unique Asia-Pacific forum.

Join us to learn about market trends, cutting edge technology, and deployment experiences from around the region. GTFF brings together network operators, key industry players plus a rich mix of experts from Nokia to share the latest innovations on product developments and new ideas on how they can be used to improve your networks and create new business models.

Top reasons to attend

Network with senior executives from leading telcos and cable operators, large enterprises and business partners from APAC & global

Get insights, ideas, and strategies from industry experts to leverage your investment in Nokia products, solutions, and services

Hear use cases and success stories of broadband deployment experiences from around the region. Understand how global trends such as 5G, Internet of Things (IoT), Smart Home Solutions, SDAN, etc, can expand your networks’ value and translate use cases into viable business cases

Visit the interactive exhibition and live demos of Nokia’s end-to-end Fixed Networks Intelligent Access portfolio, from Ultra-Broadband to virtualization, from 5G-ready Fixed Wireless Access to Nokia WiFi and many more

Register Now
GTFF Party Night
Grand Pearl I
Wednesday 28 November
6:30 PM – 10:00 PM

Enjoy Thailand’s enchanting cultural heritage as you cruise past some of Bangkok’s most beautiful landmarks. Relax under the stars as you watch Thai Khon classical dance or listen to our live jazz music on the 360-degree panoramic decks. Seats are limited and advance booking is essential via the registration page on the event website.
## Day 1 – Wednesday, 28 November 2018

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<tr>
<th>Time</th>
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<th>Speaker(s)</th>
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<td>09.00 - 09.10</td>
<td>Opening</td>
<td>Chris Brown, Strategy, Sales Analytics &amp; Operations, Nokia</td>
</tr>
<tr>
<td>09.10 - 09.20</td>
<td>Welcome Remarks</td>
<td>Jae Won, Head of Asia Pacific and Japan, Nokia</td>
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<tr>
<td>09.20 - 09.50</td>
<td>The Power of “And” – Open, for Business</td>
<td>Federico Guillén, President, Nokia, Fixed Networks</td>
</tr>
<tr>
<td>09.50 - 10.20</td>
<td>After connectivity: The next battle is for Home Wi-Fi</td>
<td>Saran Phaloprakarn, Senior Vice President, AIS and Managing Director of AIS Fibre</td>
</tr>
<tr>
<td>10.20 - 10.50</td>
<td>Morning Break</td>
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<tr>
<td>10.50 - 11.20</td>
<td>Unlimited, congestion free, gigabit broadband: The reality and the opportunity</td>
<td>Martin Sharrock, Head of Network Technology, Chorus</td>
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<tr>
<td>11.20 - 11.50</td>
<td>The New Broadband Network: Powered by Open Standards and Open-Source</td>
<td>Robin Mersh, CEO, Broadband Forum</td>
</tr>
<tr>
<td>11.50 - 12.00</td>
<td>Introduction to Demos: GET TO FAST, FASTER – LIVE!</td>
<td>Donny Janssens, Head, Japan &amp; Korea Clusters, Nokia, Fixed Networks APAC Regional Business Center</td>
</tr>
<tr>
<td>12.00 - 13.00</td>
<td>Networking Lunch &amp; Interactive Demonstration Zones Visit</td>
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### Technology Tracks

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Speakers</th>
</tr>
</thead>
</table>
| 13.00 - 14.20 | Gee, that’s fast: Leverage copper infrastructure for ultra-broadband    | • Johan Boeckx, Business Development Manager, Fixed Network Oceania, Nokia  
• Quinten Doolaege, Product Line Manager, Broadband Access, Fixed Networks, Nokia  
• Dr. Ding Hao, Business Dev. & Pre-Sales APAC, Fixed Networks, Nokia |
|            | Fiber for the 5G Era: Next-gen fiber access and virtualization           | • Shaping the future of fiber access  
• Evolution to a software-defined access network  
• LIVE demo: SDAN for real world applications |
|            | No strings attached: Connecting the unconnected with Fixed Wireless Access | • Find the right wireless for your fixed network  
• Leverage your Radio Access Network investment with FastMile  
• Extend your fiber network with WPON  
• LIVE demo: WPON - Braving the elements |
|            | The shape of things to come: Unified Cable Access takes cable to the next level | • Getting rid of the “Big Iron” – Virtualizing the CCAP for space and power savings  
• Unified Cable Access – Simplifying the cable network evolution  
• LIVE demo overview |
| 14.20 - 14.40 | Turning Wi-Fi into Hi-Fi: Create a perfect broadband experience in every corner of your home with Nokia WiFi | • Turning Wi-Fi into Hi-Fi: Nokia WiFi is here  
• LIVE demo: Nokia WiFi in action |

**Speakers:**
- Laszlo Gyalog, Marketing Director, Fixed Networks, Nokia
- Nemanja Pilipovic, Business Dev. & Pre-Sales APAC, Fixed Networks, Nokia
- Jeff White, Head, NPI & Strategy, Cable BU, Fixed Networks, Nokia
- Patrick Lee, Product Line Manager APJ, Cable BU, Fixed Networks, Nokia
- Meng Jianli, Product Line Manager, Fixed Wireless Access, Nokia
- Keith Russell, Product Line Manager, Fixed Wireless Access, Nokia
- Gaurav Jain, Business Dev. & Pre-Sales APAC, Fixed Networks, Nokia
### Agenda 1 - Wednesday, 28 November 2018

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
<th>Speaker(s)</th>
</tr>
</thead>
</table>
| 14.40 - 16.00 | Gee, that’s fast: Leverage copper infrastructure for ultra-broadband     | • Gigabit copper access optimizes fiber roll-out  
• SDAN enables efficient operations of copper access  
• LIVE demo: Better, faster G.fast  
  <br>Speakers:  
  • **Johan Boeckx**, Business Development Manager, Fixed Network Oceania, Nokia  
  • **Quinten Doolaege**, Product Line Manager, Broadband Access, Fixed Networks, Nokia  
  • **Dr. Ding Hao**, Business Dev. & Pre-Sales APAC, Fixed Networks, Nokia |
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• Evolution to a software-defined access network  
• LIVE demo: SDAN for real world applications  
  <br>Speakers:  
  • **Ana Pesovic**, Marketing Director, Fiber, Fixed Networks, Nokia  
  • **Filip De Greve**, Product Marketing Manager, Fixed Networks, Nokia  
  • **Satish Govindasamy**, Business Dev. & Pre-Sales APAC, Fixed Networks, Nokia |
| 14.40 - 16.00 | No strings attached: Connecting the unconnected with Fixed Wireless Access | • Find the right wireless for your fixed network  
• Leverage your Radio Access Network investment with FastMile  
• Extend your fiber network with WPON  
• LIVE demo: WPON - Braving the elements  
  <br>Speakers:  
  • **Meng Jianli**, Product Line Manager, Fixed Wireless Access, Nokia  
  • **Keith Russell**, Product Line Manager, Fixed Wireless Access, Nokia  
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• LIVE demo overview  
  <br>Speakers:  
  • **Jeff White**, Head, NPI & Strategy, Cable BU, Fixed Networks, Nokia  
  • **Patrick Lee**, APAC Product Line Manager & Pre-Sales, Cable BU, Nokia |
| 16.00 - 16.20 | Afternoon Break & Interactive Demonstration Zones Visit                  |                                                                          |
| 16.20 - 17.40 | Gee, that’s fast: Leverage copper infrastructure for ultra-broadband     | • Gigabit copper access optimizes fiber roll-out  
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  • **Keith Russell**, Product Line Manager, Fixed Wireless Access, Nokia  
  • **Gaurav Jain**, Business Dev. & Pre-Sales APAC, Fixed Networks, Nokia |
| 16.20 - 17.40 | Gigabit Smart Build: Accelerate network rollout & maximize your network ROI | • Time to market & roll out efficiency  
• Fixed Access Health Index & Network Optimization Services  
• LIVE demo overview  
  <br>Speakers:  
  • **Bertrand Desthieux**, Director, PLM, Professional Services Fixed Networks, Nokia  
  • **Etienne Yvernes**, APAC Pursuit Lead, Professional Services Fixed Networks, Nokia  
  • **Nemanja Pilipovic**, Product Line Manager, Professional Services Fixed Networks, Nokia |
| 18.00 - 18.50 | Pre-dinner drinks before the River Cruise Dinner                          |                                                                          |
| 18.50 - 22.00 | River Cruise Dinner                                                       |                                                                          |
### Day 2 – Thursday, 29 November 2018

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<th>Session</th>
<th>Speaker/Panelists</th>
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<td>09.00 - 09.10</td>
<td>Opening</td>
<td>Chris Brown, Strategy, Sales Analytics &amp; Operations, Nokia</td>
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<tr>
<td>09.05 - 09.30</td>
<td>Future Indoor Network with seemingly infinite capacity &amp; creating a space with a 6th Sense</td>
<td>Klaus Doppler, Director Head of Connectivity Lab, Future Indoor Network Research, Bell Labs</td>
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<tr>
<td>09.30 - 09.50</td>
<td>Digital transformation for inclusive and sustainable development</td>
<td>Sameer Sharma, Senior Advisor, ITU Regional Office for Asia Pacific</td>
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<tr>
<td>09.50 - 10.10</td>
<td>Fixed Wireless Access deployment in smart logistics parks</td>
<td>Zhang Jianfeng, Vice President, Strategy Development, Shanghai G2link Interent Technology</td>
</tr>
<tr>
<td>10.10 - 10.45</td>
<td>Morning Break &amp; Interactive Demonstration Zones Visit</td>
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<tr>
<td>10.45 - 11.00</td>
<td>Customer Awards</td>
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<tr>
<td>11.00 - 11.30</td>
<td>Panel discussion: Open, for business</td>
<td>Stefaan Vanhastel, Head of Marketing &amp; Communications, Nokia, Fixed Networks</td>
</tr>
<tr>
<td>11.30 - 12.50</td>
<td>Technology Tracks</td>
<td>Gee, that’s fast: Leverage copper infrastructure for ultra-broadband</td>
</tr>
<tr>
<td>12.50 - 13.00</td>
<td>Lucky draw &amp; closing [Location at the plenary]</td>
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<tr>
<td>13.00 - 14.00</td>
<td>Lunch [Location at the plenary]</td>
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Speakers

Federico Guillén
President Fixed Networks
Business Group
Nokia

Jae Won
Head of Asia Pacific and Japan
Nokia

Chris Brown
Strategy, Sales Analytics & Operations
Nokia

Johan Boeckx
Market Development Specialist, Broadband Access BU, Fixed Networks
Nokia

Cemil Canturk
Senior Marketing Manager, Optical LAN
Nokia

Filip De Greve
Product Marketing Manager, Fixed Networks
Nokia

Bertrand Desthieux
Director, PLM, Professional Services Fixed Networks
Nokia

Quinten Doolaege
Product Line Manager, Broadband Access, Fixed Networks
Nokia

Klaus Doppler
Director Head of Indoor Network Research
Nokia Bell Labs

Sathish Govindasamy
Business Development & Pre-Sales, APAC RBC, Fixed Networks
Nokia

Laszlo Gyalog
Marketing Director, Fixed Networks
Nokia

Dr. Ding Hao
Business Dev. & Pre-Sales APAC, Fixed Networks
Nokia

Gaurav Jain
Business Dev. & Pre-Sales APAC, Fixed Networks, Nokia

Donny Janssens
Head, Japan & Korea Clusters Nokia, Fixed Networks APAC Regional Business Center

Zhang Jianfeng
Vice President, Strategy Development
Shanghai G2link Internet Technology

Meng Jianli
Product Line Manager, Fixed Wireless Access
Nokia

Shrinivas Joshi
Head of Optical LAN Business Unit
Nokia

Patrick Lee
Product Line Manager API, Cable BU, Fixed Networks
Nokia

Jürgen Lison
Vice President, Global Head of Sales, Fixed Networks
Nokia

Chi-Min Lo
Director of Network Department
Chunghwa Telecom

Robin Mersh
Chief Executive Officer
Broadband Forum
Speakers

Ana Pesovic  
Marketing Director, Fiber, Fixed Networks  
Nokia

Saran Phaloprakarn  
Head of Fixed Broadband AIS

Nemanja Pilipovic  
Business Development & Pre-Sales, APAC RBC, Fixed Networks  
Nokia

Keith Russell  
Product Marketing, Fixed Network  
Nokia

Sameer Sharma  
Senior Advisor  
ITU

Martin Sharrock  
Head of Network Technology  
Chorus

Michael Siaw  
Business Development & Pre-Sales, APAC RBC, Fixed Networks  
Nokia

Stefaan Vanhastel  
Head of Marketing & Communications, Fixed Networks  
Nokia

Jeff White  
Head, NPI and Strategy, Cable Business Unit, Nokia, Fixed Networks  
Nokia

Etienne Yvernes  
APAC Pursuit Lead, Professional Services Fixed Networks  
Nokia

Ming Zhang  
Product Line Manager, Professional Services Fixed Networks  
Nokia
Live demonstrations and innovation showcases

Ultra-Broadband
- G.fast - 1Gbps symmetrical on coax/copper
- Reverse Power Feeding (RPF) of multi-port DPU

Home Wi-Fi
- Intelligent mesh: Seamless connectivity, self-optimization, self-healing
- Real-time service delivery: Ultimate high performance
- Operator portal: Real-time analytics to reduce OPEX & generate new revenue

Fiber for the 5G Era
- Next-generation PON to push the speed boundaries and service convergence
- SDAN for real world applications – Improve the fixed access business case with virtualization
- Always-on cloud platform Altiplano and new deployment practices anywhere

Unified Cable Access
- Virtual Distributed Access Architecture (vDAA)
- Nokia Gainspeed Access Nodes: R-PHY, R-MACPHY, R-OLT
- Nokia Gainspeed Unified Access Controller

Fixed Wireless Access (FWA)
- FastMile - Increased flexibility with 4G and 5G evolution
- WPON - Braving the elements with 60 GHz
- WPON - Disaster Recovery Deployment

Nokia Optical LAN
- Surveillance & Forensics Deployment
- LAN Command Center

Professional Services
- Gigabit Smart Build
- Fixed Access Health Index & Network Optimization Service

Register Now
Ultra-Broadband: Better, faster G.fast

- G.fast - 1Gbps symmetrical on coax/copper
- Reverse Power Feeding (RPF) of multi-port DPU

A large percentage of Service Providers still have legacy copper access and are looking to improve bandwidth, speed and customer experience without incurring the high cost of a complete access network replacement. We've been leading the way on G.fast, and continue to innovate by building on this field-proven technology:

**Symmetrical Gigabit copper, today.**
- The new 212 MHz profile now offers a path for true Gigabit speeds; leverage your existing infrastructure to offer gigabit services faster than your competitors.
- Whatever the medium (copper, coax), keep the flexibility to offer differentiated services (configurable upstream/downstream split)

**Reverse Power Feeding (RPF)**
- The ETSI SR2 compliant power feeding allows self-installation of the CPE that powers the DPU
- A single CPE can power the DPU
- If several CPEs are connected the power consumption is fairly distributed

Fiber for the 5G Era: Next-generation fibre access and virtualization

- Next-generation PON to push the speed boundaries and service convergence
- SDAN for real world applications – Improve the fixed access business case with virtualization
- Always-on cloud platform Altiplano and new deployment practices anywhere

Access networks are evolving, and this evolution brings new opportunities for Service Providers. Three major trends in fibre access include: acceleration of next generation fibre, efficient 5G Anyhaul over fibre access, and evolution to SDN/NFV. This will enable fixed operators to accelerate network monetization, simplify network and business operations and prepare them to play significant role in 5G world. Nokia has built a comprehensive and worldwide proven next generation fibre portfolio, now enhanced with SDAN solutions and deployment practices for always-on, open programmable networks with high simplicity, performance and cost-efficiency.

Don't miss the next-generation fibre demo, showcasing the virtualization use cases on top of FTTH networks. Get a sense of the practical benefits with live demonstrations of network slicing, zero-touch operations and intent-based networking.

Fixed Wireless Access (FWA)

- The power of FastMile and evolution to 5G
- WPON – Braving the elements with 60 GHz
- WPON - Disaster Recovery Deployment

**The power of FastMile and evolution to 5G**

Broadband is an essential service for individuals and businesses. Yet many rural and suburban areas still lack reliable, high-speed broadband access. Nokia FastMile fills the gap. A wireless alternative to fixed access, FastMile extends broadband into new areas, helping to meet National Broadband Plans to bring the internet to every household. Companies can benefit from FastMile too. High-speed broadband access enables them to work more efficiently, bringing economic benefits to the local area. FastMile gives mobile operators an opportunity to extend their customer base and offer new services using their existing network infrastructure. With 5G starting to launch in several countries in the next year, this FastMile showcase will include a discussion on evolution to 5G support when operators are ready.

**Wireless PON (WPON)**

Wireless PON extends the reach of your fiber network with 60 Ghz 802.11ad wireless drops. It consists of small access points that terminate the fiber network and provide wireless connectivity to homes, businesses and other access points. Outdoor units are placed on each home, which connect to the access point. Accelerate and maximize ultra-broadband coverage with WPON while generating incremental revenues. That means an improved business case for your ultra-broadband deployment, enabling you to go faster. This live hardware demo shows our first release of this technology and the world’s first WiGig integrated PON solution.
Unified Cable Access

- Virtual Distributed Access Architecture (vDAA)
- Nokia Gainspeed Access Nodes (R-PHY, R-MACPHY, R-OLT)
- Nokia Gainspeed Unified Access Controller

The cable industry is facing one of its largest inflection points in its almost 70-year history. The confluence of three massive trends – the explosion of new users and devices, the proliferation of high speed data services, and the move from QAM-based video to IP-based video – has fundamentally changed the face of cable. Nokia’s Gainspeed unified cable access solution addresses cable operator’s needs to increase headend capacity and outside plant fidelity while reducing rack space requirements, power demands and maintenance costs.

Designed to address both consumer and business customers and built on a virtualized platform, Nokia’s unified cable access solution delivers unmatched flexibility to run the virtual CMTS (vCMTS) on the node or in the hub/headend/data center, seamlessly and simultaneously support both HFC/DOCSIS and EPON/DPoE, and integrate both existing QAM and IP video infrastructure. This demo will showcase how Nokia’s virtualized DAA solution enables MSOs to get the most out of their network today while setting the foundation for next-gen and cloud native implementations.

Home Wi-Fi

- Intelligent mesh: Seamless connectivity, self-optimization, self-healing
- Real-time service delivery: Ultimate high performance
- Operator portal: Real-time analytics to reduce OPEX & generate new revenue

Nokia WiFi enables Service Providers to deliver their residential customers super-fast, reliable connectivity throughout a household. No longer will patchy Wi-Fi generate customer frustration, calls to your helpdesk or truck-rolls. The ultra-broadband service you deliver to the home will be just as good on every device in every corner of the home.

- Not only is the network providing seamless connectivity in every corner of the home, it does so in an intelligent manner with advanced self-healing, and self-optimization features
- Experience real-time service delivery with no compromise: thanks to device fingerprinting, quality of experience is maintained with concurrent gaming, live 4K/HD streaming sessions
- Get insights into the end-user home network like never before: through the operator portal real-time analytics, manage the Wi-Fi performance to provide an enterprise-grade quality of service in homes, while at the same time reducing OPEX (through reduced support costs) & generating new revenues.

Nokia Optical LAN

- Surveillance & Forensics Deployment
- LAN Command Center

**Surveillance & Forensics deployment**

The Nokia Optical LAN future-proof capacity enables voice, data, security, public address, and closed-circuit television (CCTV) and many other services to be converged onto a single network. As a result, it’s easier and cheaper to keep these services up and running. Network maintenance is also optimized with one simple, centrally-managed LAN.

**LAN Command Center**

Nokia’s POL Command Center (PCC) 5571 demonstrates an advanced management system, a highly intuitive tool for easy configuration, auto-activation, fault reporting, proactive network monitoring and troubleshooting of a LAN.
Professional Services

• Gigabit Smart Build
• Fixed Access Health Index & Network Optimization Services

Gigabit Smart Build - Get gigabit services to market before your competitors.
• Halve the time it takes to migrate nodes and subscribers
• Reduce rollout errors by a factor of 3 and achieve first-time-right migration
• Migrate nodes and subscribers cost efficiently

Nokia’s Gigabit Smart Build offers Service Providers a holistic approach that can support at every stage of your broadband evolution, from business case development through deployment, management, upgrades and optimization. This support is adapted to suit your specific challenges, needs and market context. It enables you to manage wide-reaching change and avoid costly errors and delays as you transition to new Ultra-Broadband technologies.

Fixed Access Health Index (FA HI) & Network Optimization Services -
Maximizing ROI for network investments with Nokia Fixed Access Health Index.
• Improving customer satisfaction and experience
• Lowering network OPEX
• Improving network quality & performance

Do you have an exhaustive visibility on what affects your broadband network performance? Is there a way to assure and accelerate ROI of your broadband infrastructure investment?

Nokia’s Fixed Access Health Index and Nokia Expert Optimization Services support you in achieving best-in-class network performance helping you to realize your network ROI. The Fixed Access Health Index also benchmarks your network’s competitive fitness with industry peers. But defining the health of your network through the Health Index is just the starting point. The Health Index enables a personalized network improvement program where Nokia acts as your network expert coach to support you reaching your full network potential.
Get To Fast Faster 2018

Welcomes you to Bangkok

Attendee profile

<table>
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<th>Category</th>
<th>Percentage</th>
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<td>CXO/Board/VP</td>
<td>12%</td>
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<tr>
<td>Director/Head/General Manager</td>
<td>37%</td>
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<tr>
<td>Manager/Lead</td>
<td>36%</td>
</tr>
<tr>
<td>Technical Team</td>
<td>15%</td>
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</tbody>
</table>

2017 Highlights

Past attendees

- Zdegrees New Zealand
- 3BB
- Alfintra
- AIS
- AMBIT
- Analysys Mason
- Angkasa Pura
- Bali Tower
- Basenet
- Belden
- BTCL
- Cegelac
- Celcom Axiata
- China Telecom
- Chunhwa Telecom
- CITN
- CTM
- Current Analysis
- Datacom
- Datum
- Dk Unc
- D’LIVE
- DST Communications
- DSTA
- DTAC
- edotco
- Elinet
- Energia Communications
- Environment Canterbury
- Etisalat
- Escom
- Felisa Prodata
- FiberStar
- Fiber@Home
- Forth
- Globe Telecom
- HGC
- HKBN
- Hexacom
- IBM
- IC5
- Incomm
- Indosat IM2
- Infinite Data
- ITRI
- Kakarimol
- KBRO
- KCOM
- KDDI
- KT
- Link Net
- Lintas Teknologi Indonesia
- LT-Integra
- Malaysia Airports
- MCIC
- MINDEF Singapore
- Mirlo
- MIT
- Multipolar
- MyRepublic
- NCS
- Nepal WorldLink
- Netlink Trust
- Netys
- New Revolutions
- NTT
- Nucleus Connect
- Nusasiri
- Osoroda Myanmar
- OPT PF
- Ovum
- PCCW
- Prisma Digital
- Prolific RTS
- Resonant Networks
- RTnet Corp
- Samart Communication Services
- Sealt Networks
- Singapore Polytechnic
- Singtel
- SK broadband
- SK Telecom
- SP Telecom
- Spirent
- ST Electronics
- ST Telenet
- StarHub
- STE Taiwan
- Summit Communications
- Symphony
- Communication Services
- Syscom
- Taiwan Broadband Communications
- Taiwan Mobile
- Taiwan Power Company
- Telecom Cambodia
- Telecom Fiji
- Telecom Mongolia
- Telediant
- Telkom Malaysia
- Telkom Indonesia
- Telenor
- Teletalk
- Teo Hong Siong
- TDT
- Transpower India
- TRUE
- Viettel
- Vodafone India
- VNPT
- V-Tech
- Westcon
- Wijaya Karya
- Xin Networks