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
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
Amikar 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 BUREU

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
Anuskha 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: Anuskha 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, lot, 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 BUREU

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)
José 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

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

3:00pm 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