

Announcing the first event to identify the role of the telecoms industry in a greener future

40
Speakers
Including 18
Telecoms Operators

Global green telecom Summit

11th - 12th November 2008
The Westin Grand Hotel, Berlin, Germany

Why Going Green Makes Good Business Sense

Pre-Conference Workshop (afternoon)
10th November 2008

Communicating your Green Message
Key Strategies for the Telecoms Industry
Led by Futerra Sustainability Communications

Post-Conference Workshop (morning)
13th November 2008

Building Business Cases and Deploying
Off-Grid Renewable Energy Solutions
Led by PowerOasis

Co-located with:

**NETWORK
SHARING**

Sponsored by:

**Nokia Siemens
Networks**

The Global Speaker List Features 40 Industry Experts Including:

JeanPaul Jeanrenaud, Head of Business and Industry, **WWF International**
Chris Gabriel, CEO, Celtel International, **Zain Group**
Paul Excell, Chief Customer Operations Officer, **BT Group CTO**, UK
Luis Neves, Chairman of GeSI and Head, Sustainability and Environment, **Deutsche Telekom**, Germany
Lorenzo Radice, Head of Sustainability Reporting, **Telecom Italia Group**, Italy
Albertus Aochamub, GM - Corporate Affairs, **MTC Namibia**
Rose Read, Manager Recycling, **Australia Mobile Telecommunications Association**
Matt Bauer, President and Co-Founder, **BetterWorld Telecom**, USA
Ludwig C Graff, Director of Corporate Network and Technology, **Verizon**, USA
Juha-Erkki Mantyniemi, Head of Environmental Affairs, **Nokia Siemens Networks**, Finland
Kathrin Ankele, Senior Corporate Responsibility Manager, **Vodafone Germany**
Chloe Munro, Executive Director Innovation Projects for the Digital Future, **Telstra Corporation**, Australia
Yesim Hanci, Network Programme Management, **Vodafone Turkey**
Peter Anthony Dindial, CTO, **Telenor Pakistan**
Mats Pellback-Scharp, Head of Corporate Sustainability Office, **SonyEricsson**, Sweden

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Pre-conference workshop - 10th November (afternoon)

Communicating your Green Message

Key Strategies for the Telecoms Industry

Led By: Futerra Sustainability Communications

Workshop Objectives:

Lucy Shea, Strategy Director of Futerra Sustainability Communications, will provide a brief context for the green communications landscape before profiling the new, emerging ethical consumer.

Participants will work in groups to create their own communications campaigns, using Futerra's tried-and-tested rules for sustainability communications.

This informative, engaging workshop will be tailored to communicating green messages in the telecommunications world.

Workshop Agenda:

This workshop will:

- Increase your confidence in planning and implementing communication campaigns to achieve your business' strategic objectives
- Explain our golden 'Rules' of climate change communications
- Equip you to choose the right messages, methods and tone of voice for your audiences
- Help you to build a toolkit of effective techniques
- Explore case studies to show you what works and what doesn't
- Establish facts and blow common myths

Who should attend?

Advertising and Marketing Directors
In-house Communications Managers
Corporate Responsibility Managers
Climate Change Managers

Previous satisfied customers:

Fresh, insightful, inspiring with great structure. The content was relevant, and the session was dynamic and fun

United Nations Environment Programme, Sustainable Consumption Branch

I could see it on everyone's face during your presentation that they were loving every minute of it. The content combined with your style of delivery really impressed everyone.

Ben & Jerry's

Timetable: Registration - 13.00, Start - 13.30, Close - 17.30

Futerra:

Futerra is an award-winning global communications agency. We have bright ideas; we captivate audiences and build energetic websites one day and grab opinion formers' attention the next. But the real difference is that Futerra has only ever worked on sustainable development. From Microsoft to NewsCorp, Royal Dutch Shell to Greenpeace, the United Nations to Ben & Jerry's, Futerra has built a unique expertise in communicating sustainability.

Futerra is committed to world-class learning on sustainability and green communications. Our pioneering experience has been distilled into Ten Rules that underpin Futerra's work. Our ground-breaking reports The Rules of the Game and Words that Sell have been used in many markets to change hearts and minds on sustainability.

Workshop Leader:

Lucy Shea

Lucy is Futerra's Chief Strategy Officer. She advises on internal and external sustainability communications for government and multinational clients, leads several teams and drives our international expansion.



Lucy Shea, Chief Strategy officer, Futerra



Post-conference workshop - 13th November (morning)

Building Business Cases and Deploying Off-Grid Renewable Energy Solutions

Led By: Power Oasis

Workshop Objectives:

In the increasingly competitive mobile telecommunications sector, operators are turning to emerging markets for their next significant growth opportunity. Pyramid Research estimates that 85% of the next billion subscriber additions will be provided by emerging markets. The GSMA estimates that 500,000 new base stations will be deployed in the emerging markets in the next 5 years. Of these at least 150,000 are likely to be suitable for off-grid renewable energy solutions. New grid connections are often prohibitively expensive and require long lead times, whilst diesel generators are becoming more costly to run. With the right strategy, rapidly deployed renewable energy for off-grid base stations accelerates an operator's growth opportunities, with reduced total cost of ownership and improved environmental governance.

This workshop will equip delegates with the skills and tools required to build a business case for deploying renewable energy and to understand the practicalities of installing operational systems. By the end of the first session delegates will be able to identify the key data required for high level economic and technical justifications and to ascertain which base stations are candidates for renewable power. The second session will profile a typical deployment in terms of detailed site analysis, design, installation and ongoing support and maintenance. Delegates will learn about system dimensioning, stakeholder roles and responsibilities, the supply chain and the project model.

Workshop Agenda:

Session 1: Economic and Technical Modelling

This session will cover the modelling process required to generate a prioritized list of candidate sites for renewables that satisfy operational KPIs with a projected return on investment.

- Define top level KPIs to be achieved
- Acknowledge assumptions
- Create typical site scenarios
- Gather economic and technical site data
- Calculate per site projected CAPEX, OPEX, NPV and IRR
- Build a list of prioritised candidate sites
- Create an overall business case

Session 2: Site Analysis, Design, Installation, Maintenance & Support

This session will focus on the dimensioning and deployment of one of the candidate sites.

- Analyse site local economic and technical conditions
- Refine the site's business case
- Evaluate design options (solar, wind, diesel-renewable hybrid)
- Create the site design
- Understand the supply chain
- A typical project plan
- Post-deployment considerations
- Measuring success

Timetable: Registration - 08.45, Start - 09.00, Close - 13.00

PowerOasis:

UK-headquartered PowerOasis is a provider of turnkey off-grid power solutions for mobile base stations and possesses a unique combination of expertise in renewable energy and mobile telecommunications. PowerOasis has developed a power controller specifically designed for off-grid mobile base stations, which blends solar, wind and diesel sources whilst providing independent telco-grade power supplies for the BTS and backhaul with full OMC alarming capabilities. PowerOasis continues to invest in innovation by undertaking renewable energy research activities funded by the Carbon Trust.

Workshop Leaders:

Ivan Harris, Director

Ivan is a senior manager with 25-years technical and commercial experience with both well established and start-up software businesses, including 9-years at executive and C-level. He is a commercially focused technologist with a proven track record developing and executing successful product and platform strategies in the computer games, enterprise software and mobile telecommunications industries.

Nick Smailes, Director

Nick is one of the UK's leading figures in University technology transfer having led SETSquared, the UK's largest University commercial partnership from inception in 2002. Since 2005 Nick has also led a DTI programme working with technology transfer organizations in California, to access new technologies from US University and state research programmes.



Ivan Harris, Director, PowerOasis



Nick Smailes, Director, PowerOasis



DAY ONE: 11th November 2008

08.30 **Morning Coffee and Registration**

09.00 **Chairman's Welcome and Speed Networking**

A chance to get to know your peers before the start of the conference and set a relaxed and informal atmosphere



09:15 **Chair's Opening Remarks**

Sharifah Amirah, Principal Telecoms Analyst, **Frost and Sullivan**, UK

09.25 **Assessing the Global Impact of Climate Change**

- outlining the scale of environmental challenges we are facing in society as a whole
- what must be done to minimise our impact on the environment?
- making the transition to a low-carbon economy
- how can the telecoms industry work to reduce the impact?

Jean-Paul Jeanrenaud, Head of Business and Industry, **WWF International**

10.00 **Outlining the Benefits to the Telecoms Industry of Carbon Trading**

- introducing carbon trading
- what has been the impact on other industries?
- drawing on this experience for the telecoms industry
- how would it work for telecoms and would what be the benefits?

A Representative, **Camco**

10.25 **Why Developing a Green Strategy is a Win-Win Situation**

- demonstrating strategies to generate sustainability and shareholder satisfaction
- promoting the telecoms industry as an enabler for sustainability
- how will smart technology reduce the power consumption of the next generation house?
- reporting BT's achievements to date in reducing power consumption

Paul Excell, Chief Customer Engagement Officer, **BT Group CTO**, UK

10.50 **Refreshments and Exhibition Visit**

DRIVING THE TRANSITION TO A LOW CARBON INDUSTRY

11.15 **What are the Key Drivers for the Telecoms Industry to Implement Green Strategies?**

- who/what is driving the move to climate change?
- driven by cost-reduction - going green yields measurable benefits for telecoms operators
- are customers basing their purchase decisions on green credentials at this stage?
- combining business benefits and environmental benefits
- regulation - threat or incentive? Could the incentives be greater?
- industry impact on social and environmental development
- corporate and individual responsibility

Juha-Erkki Mantyniemi, Head of Environmental Affairs, **Nokia Siemens Networks**, Finland

11.40 **Taking Real Steps to Make the Telecoms Industry More Sustainable**

- cutting through the hype - putting words into action
- establishing what sustainability means for your business and implementing it
- reducing the power consumption of data centres as a key step to cutting down on carbon emissions
- shifting the corporate mind-set to ensure the technological innovations are adopted
- how will next generation networks have a strong positive impact on energy consumption?
- which companies are at the cutting-edge of environmental innovation?
- what are the foremost priorities for the telecoms industry to contribute to a greener world?
- is cost reduction essential to ensure sustainable solutions are moved from the planning stages to actual deployment?

Tjerk Hazeveld, VP of Infrastructure Systems, **T-Mobile**, International A Representative, **Home Gateway Initiative**
Johan Vanderhaegen, National Power Manager, **Belgacom**, Belgium
Colin Armstrong-Bell, CEO, **TalkGreener**, Germany
Gianluca Griffa, Secretary, **Energy Efficiency Inter-Operator Collaboration Group** (EE IOCG)

COMMUNICATING YOUR GREEN CREDENTIALS

12.10 **Capitalising on Carbon Neutral Status as a Strategic Selling Point**

- achieving carbon neutral status
- initiatives taken to affect social and environmental change
- reducing the ecological impact company-wide
- increasing market share by demonstrating green strategies

Matt Bauer, President and Co-Founder, **BetterWorld Telecom**, USA

12.35 **Greenwash: How to Spot, Prevent and Avoid Greenwash**

- what is greenwash? A brief history, from the author of the Greenwash Guide
- how to spot, prevent and avoid greenwash, with case studies from companies who have learnt the hard way
- top tips for successful green communications that will build your company's reputation, not endanger it

Lucy Shea, Strategy Director, **Futerra Sustainability Communications**, UK

13.00 **Lunch**

REDUCING POWER CONSUMPTION IN THE NETWORK TO BENEFIT THE ENVIRONMENT AND THE BOTTOM LINE

14.20 **Minimising Energy Consumption in the Network**

- identifying environmentally-friendly alternatives to keep energy consumption to a minimum
- addressing the challenge of reducing power consumption as next generation technologies are introduced
- encouraging competition between suppliers to ensure the most innovative, cost-effective and energy efficient technology
- benchmarking across the operator community
- outlining the work of the ETNO Energy Task Force

Lorenzo Radice, Head of Sustainability Reporting, **Telecom Italia Group**, Italy

14.45 **Optimising Base Stations to Reduce Power Consumption**

- Using the free cooling and inverter split air conditioner systems in the shelter
- Implementing the solar insulation methods to the shelter
- Using energy efficient shelters
- Re-defining indoor temperature set value as 25-26 °C
- Using air conditioning systems that works with solar/wind energy
- Remote energy consumption metering for BSCs and base stations

Yesim Hanci, Project Control Manager, Network Programme Management, **Vodafone Turkey**

15.10 **Energy and Cost Savings with Innovative Fresh Air Cooling Solution**

- reducing capital and maintenance costs for network cooling systems
- saving energy and fulfilling climatic requirements
- understanding the technology behind fresh air cooling
- explaining the benefits of fresh air cooling

Dominique Singy, Energy Expert and Environmental Manager - Strategy and Innovation Unit, **Swisscom**, Switzerland

15.35 **Exploration into Verizon's New Energy Efficiency Directive**

- review of Verizon's new energy efficiency requirements for equipment
- discussing the required 20% energy reduction in suppliers' equipment by 1/1/09
- describing in detail the needs Verizon has for energy efficiency
- discussing other energy efficiency opportunities for Verizon

Ludwig C. Graff, Director, Corporate Network & Technology, **Verizon**, USA

16.00 **Refreshments and Exhibition Visit**

16.30 **Optimising Network Planning and Management for Increased Efficiencies**

- configuring the network to minimise power consumption
- encouraging network sharing
- selecting energy efficient technology
- realising the cost benefits
- preparing for the impact of next generation technology on power consumption

Doug Balchin, Infrastructure Systems and Energy Manager, **T-Mobile UK**

DEVELOPING THE STANDARDS TO ENCOURAGE THE GREENING OF THE TELECOMS INDUSTRY

16.55 **Activities and Progress in Standardisation**

- international standardization body involved in environment
- standardization activity
- energy efficiency standards
- ICT and Benchmarking.

Paolo Gemma, ETSI TC EE Secretary

17.05 **Developing the Standards to Enforce, Measure and Monitor the Impact on the Environment of the Telecoms Industry**

- the importance of standards to regulate energy efficiency
- how well developed are the standards and what are the next steps?
- goals, strategies and activities of the EE IOCG
- performing life cycle assessments to achieve carbon neutrality
- legalising and regulating the standards

Panel Moderator: Flavio Cucchiotta, Co-Chairman, **EE IOCG**

Paolo Gemma, ETSI TC EE Secretary

Kevin Foster, **Broadband Forum** Board of Directors & Head of Standards, **BT**
Ludwig C. Graff, Director, Corporate Network & Technology, **Verizon**, USA

17.45 **Close of Day One**

DAY TWO: 12th November 2008

09.00 **Morning Coffee and Registration**

09:20 **Chair's Opening Remarks**

Laurence Harrison, Director, **Intellect**, UK

**KEYNOTE SESSION
- THE POSITIVE IMPACT OF TELECOMMUNICATIONS**

GREEN PRESENTATION BY VIDEO LINK

OPERATOR
09.30 **The Role of the Telecoms Operator in Reducing the Impact of Business on the Environment**

- using telecommunications to reduce carbon emissions throughout the economy
- the nexus between innovation and network investment
- the business case for reducing carbon emissions and the barriers to change
- participating in the policy debate - emissions trading and all that follows

Chloe Munro, Executive Director - Innovation Projects for the Digital Future **Telstra**, Australia

OPERATOR
09.55 **Improving Quality of Life for Rural Communities and Adding Value to Society**

- enabling access to healthcare and education with mobile communication
- creating new business opportunities
- identifying the challenges to implementing mobile communications in rural areas
- overcoming the challenges
- implementing alternative energy sources for a low-cost operation
- outlining the impact on the regional economy of connecting the unconnected

Chris Gabriel, CEO, **Celstel International**, **Zain Group**

SHOWCASE
10.20 **GREEN TELECOM INNOVATION SHOWCASE**

Developers of innovative green telecom solutions will have the opportunity to pitch their products to a panel of judges who will examine the viability of their products. Make comparisons between the products on display in terms of their impact on the environment, quality and cost-effectiveness.

Judges:
Chris Gabriel, CEO **Celstel International**, **Zain Group**
Dhruva Banerjee, Managing Director, **Index Partners Ltd**
David Sanders, Partner, **Cairneagle Associates**

10.50 **Refreshments and Exhibition Visit**

**MAKING THE MOST OF RENEWABLE ENERGY
- EXPLORING THE ALTERNATIVES**

PANEL DISCUSSION
11.15 **Investigating the Reliability, Cost and Environmental Benefits of Alternative Energy Sources**

- options for alternative power sources
- comparison of renewable power sources with a diesel generator - cost, reliability, environmental impact
- will alternative power be considered reliable enough to be anything more than a back-up in developed regions?
- the importance of renewable energy in emerging markets and for networks beyond the grid
- exploring the options for hybrid systems
- weighing-up cost vs saving
- exploring the options for future technological developments

Panel Moderator: David Sanders, Partner, **Cairneagle Associates**, UK
Peter Anthony Dindial, CTO, **Telenor Pakistan**
Yesim Hanci, Project Control Manager, Network Programme Management, **Vodafone Turkey**
Albertus Aochamub, GM - Corporate Affairs, **MTC Namibia**
Nick Smailes, Director, **PowerOasis**, UK

OPERATOR
11.45 **Implementing a Hybrid Wind and Solar Power System to Reach Untapped Rural Areas Cost-Effectively**

- continuing mobile market growth with renewable power sources
- providing an efficient and reliable alternative to roll-out of mains grid electricity
- minimising time taken for implementation in off-grid locations
- drastically reducing cost of power and maintenance
- challenges experienced in roll-out

Albertus Aochamub, GM - Corporate Affairs, **MTC Namibia**

DEVELOPING ENVIRONMENTALLY-FRIENDLY HANDSETS

HANDSET MANUFACTURER
12.10 **Developing a Handset with Green Credentials**

- taking the environment into consideration at the early stage of the design process
- working with bioplastics
- using environmentally-friendly packaging that also benefits the bottom line
- developing energy-efficient charging
- sourcing green suppliers and maintaining the green agenda throughout the value chain

Mitti Storckovius, Director Environment, Devices, Strategy and Business Development, **Nokia**, Finland

12.35 **Facilitating Mobile Phone Recycling in Australia**

- outlining the campaign to prevent mobile phones finishing life in a landfill
- how does the MobileMuster scheme work?
- increasing consumer awareness and participation -marketing campaign and challenges
- results to date - what works

Rose Read, Manager Recycling, **Australia Mobile Telecommunications Association**, Australia

13.0 **Lunch**

PANEL DISCUSSION
14.20 **Recycling Initiatives are in Place but the Majority of Consumers are not Recycling- What More Can Be Done to Increase Consumer Input?**

- making the consumer aware of the damage to the environment
- motivating and incentivising the consumer
- making recycling easier
- providing feedback to consumers on the level of recycling

Panel Moderator: Katrina Destree, **Bayarmont Ventures**, Belgium
Kathrin Ankele, Senior Corporate Responsibility Manager, **Vodafone**, Germany
Colin Armstrong-Bell, CEO, **TalkGreener**, Germany
Rose Read, Manager Recycling, **Australia Mobile Telecommunications Association**, Australia
Mark Franklin, Managing Director, **Regeneris**, UK
Mats Pellback-Scharp, Head of Corporate Sustainability Office, **SonyEricsson**, Sweden

MAXIMISING GREEN STRATEGIES BY ESTABLISHING AND MAINTAINING A GREEN SUPPLY CHAIN

GREEN PRESENTATION BY VIDEO LINK

14.50 **Roadmap to Lower Carbon Emissions**

- ICT as a market sector has a very low carbon intensity (good news)
- ICT carbon intensity is growing fast and has garnered the attention of regulators (bad news)
- the ICT industry is one of the least vertically integrated of any industry sector, therefore it is very vulnerable to risks in the supply chain from climate change (bad news)
- roadmaps to lower carbon emissions for the ICT industry require data
- Carbon Disclosure Project (CDP) has collected emissions and risk data for six years, most of it available publicly
- CDP introduced the Supply Chain Leadership Collaboration in 2007
- Data and case studies for lowering carbon emissions will be provided

Elizabeth Kujan, Supply Chain Manager, **Carbon Disclosure Project**, USA

HANDSET MANUFACTURER
15.15 **Managing the Supply Chain in a Sustainable Way**

- pros and cons of being an industry leader
- challenge of securing suppliers' support on CSR and green strategies
- designing products with consideration for full life cycle including the supply chain
- cost-effectively securing parts and supply chain
- collecting full disclosure materials data with standardized tools

Mats Pellback-Scharp, Head of Corporate Sustainability Office, **SonyEricsson**, Sweden

15.40 **Refreshments and Exhibition Visit**

ANALYSING THE POWER OF THE TELECOMS INDUSTRY TO REDUCE THE CARBON FOOTPRINT ACROSS THE ECONOMY

OPERATOR
16.05 **Driving a Low Carbon Economy - Involving the ICT Sector**

- targets for carbon reduction by 2020
- how can the ICT sector contribute to reducing carbon emissions?
- key areas of focus
- outlining GeSI activities

Luis Neves, Chairman of **GeSI** and Head, Sustainability and Environment, **Deutsche Telekom**, Germany

16.30 **Reducing the Impact on the Environment with ICT**

- facilitating remote collaborating
- highlight the positive impacts of tele-working
- enabling carbon-neutral communications
- demonstrating huge cost-savings in parallel with a reduction on the impact on the environment

Mario Tobias, Member of the Executive Board, **BITKOM** (German Association for IT, Telecommunications and New Media), Germany

16.55 **Capitalising on ICT as an Enabler to Improve Energy Efficiency**

- the strategic use of ICT to combat climate change
- demonstrating what is possible with fast-efficient communication
- how can telecoms aid other industries in becoming more energy efficient?
- approaching other sectors to demonstrate the possible cost-savings
- highlight telecom solutions as critical organisers and innovators
- increasing the success of businesses globally

To be announced

17.20 **Close of Summit**

Co-located with:



The financial benefits to **radio-access network (RAN) sharing** are glaringly obvious, but, technically and from a consumer perspective, the benefits for mobile network operators are less clear.

Network Sharing by Informa Telecoms & Media will bring you two days of expert experience in Berlin on 11th - 12th November, co-located with the Global Green Telecom Summit. The conference will provide an insight to develop the issues affecting network sharing, in order that you can benefit from others' knowledge and go forward confidently to plan or refine your company's network sharing strategy.

Is the inevitable loss of operator independence brought about by sharing infrastructure with traditional competitors outweighed by the advantages of flexibility in network management, accelerated network deployment and the total cost of ownership (TCO) savings? International operator case studies from those who have first hand experience will help you to assess whether there is a compromise to be made, and whether this compromise is sufficient for your company's current position in the market.

With, as yet, little proven efficiency, network sharing strategies and business models need to be clarified and dissected in order that operators can envisage actual synergies from undertaking agreements, rather than just simple cost savings. With issues such as data-traffic

density disparities, compromise is certainly the order for the day but with the financial rewards on offer, as well as the bi-products of environmental praise and streamlined management, network sharing is a trend that looks set to continue and expand. Technology vendors and operators will dissect the business models available for network sharing, assessing the pros and cons of each, to enable you to understand which model best suits which situation.

With such a wide variety of choices for deciding a network sharing strategy, this 2 day gathering of leaders from around the globe offers the opportunity for learning, brainstorming and discussion, networking and business meetings.

At the event where network coverage is acknowledged as no longer a means of competitive differentiation... we have full coverage!

Attend Network Sharing in order to:

- Learn from others' successes and failures
- Discuss the network sharing opportunities available according to your company's needs
- Meet other operators interested in network sharing and potential network sharing partners

Are you a technology vendor interested in raising your profile among the network sharing community?

Richard.Bragg@Informa.com can help you make the most of this excellent opportunity in the form of sponsorship and exhibition. Call him on +44 (0)20 7017 5658

The inaugural Global Green Telecom Summit will bring together top telecoms executives with a desire to protect the environment while retaining a competitive edge. The summit will highlight the ethical and commercial benefits of going green.

GOLD PASS

To maximise your time in Berlin, and gain critical insights into the latest Network Sharing AND Green Telecom strategies take the **Gold Pass option**. The **Gold Pass** will enable you to attend presentations at both events. You will also receive the conference documentation for the two events. **Tick the Gold Pass box on the booking form.**

How will you most efficiently meet potential partners, collaborators or customers?

Global Green Telecom Summit provides a range of structured and informal networking opportunities and extra value features - we know how important your time at Global Green Telecom Summit will be to your mobile business or project!



Networking and Meeting System. All pre-registered delegates at Global Green Telecom Summit will be given the unique opportunity to access the whole attendee list on-line 2 weeks prior to the event, during the event and for up to 3 months after the event. Initiate introductions, network and set up meetings with participants of your choice. Ensure you register early enough to take full advantage of this valuable tool.



Speed Networking. An opportunity to meet your peers and strike up new relationships, in a fun and informal atmosphere. Speed Networking takes the concept of "Speed Dating" to a new, business focused dimension.

RAISE YOUR COMPANY'S PROFILE

Sponsorship and Networking Opportunities at the Global Green Telecom Summit

As operators find themselves under pressure to develop green strategies, they are making technology choices based on environmentally-friendly and sustainable criteria. Now is the time to ensure your company is visible to the key decision-makers. Ensure your company's products / expertise are highlighted at the summit to convince telecoms operators how you can enhance their green strategies.

Gain maximum exposure by taking advantage of the fantastic options for sponsorship and exhibition

Please contact Carine Vandeveldt for further information

Email: carine.vandeveldt@informa.com - Direct Tel: +44 (0) 207 017 4833

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The company is headquartered in Espoo, Finland. www.nokiasiemensnetworks.com



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ACCOMMODATION DETAILS

Reduced rate accommodation can be arranged by calling the hotel directly and quoting the event name.

SPECIAL REQUIREMENTS

Please list below any special requirements you may have

TERMS AND CONDITIONS

FEE: The fee for the two day event is dependant on the number of days that you select and the point at which you book, as detailed in the table above. Price includes lunch, refreshments and conference documentation. All fees are subject to German VAT @ 19%.

TAX: Under German Customs and Exercise regulations, delegates are required to pay 19% German VAT on any course taking place in Germany

CANCELLATIONS: Cancellations received in writing before 27th October 2008 will be subject to a service charge of £125. The full conference fees remain payable on and after 27th October 2008. Substitutions are welcome at any time. It may be necessary for reasons beyond the control of the organiser to alter the content and timing of the programme or the identity of the speakers. This contract is subject to English Law.

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PAYMENT INFORMATION: Payment should be made by cheque, credit card, in euros or pounds sterling. Cheques should be made payable to Informa UK Limited. Payment must be received by the 27th October 2008 in order to secure your place. Please quote the delegate name and the event code (CU1155) as a reference on all transactions. Informa UK Ltd, in conjunction with Tax Back International VAT Reclaim, the world's leading VAT recovery organisation, can help you to make a significant reduction on your attendance costs. Once an invoice has been sent to you Tax Back International will advise you as to how the VAT can be reclaimed.

STEP 1: DECIDE WHAT YOU WANT TO ATTEND (please tick options)

<input type="checkbox"/> Day One	Monday 10th November (afternoon only)	Pre-Conference workshop
<input type="checkbox"/> Day Two	Tuesday 11th November	Green Telecom Summit Day 1
<input type="checkbox"/> Day Three	Wednesday 12th November	Green Telecom Summit Day 2
<input type="checkbox"/> Day Four	Thursday 13th November (morning only)	Post-conference workshop

STEP 2: WORK OUT THE PRICE (please tick option)

	Price Available for Registrations Before 16th September 2008	Price Available for Registrations After 16th September 2008
GOLD PASS - Green Telecom Conference and Network Sharing	<input type="checkbox"/> €2158.80 + VAT@19% = €2568.97	<input type="checkbox"/> €2338.80 + VAT@19% = €2783.17
2 Day Conference + 2 Workshops (both 1/2 day)	<input type="checkbox"/> €2599 + VAT@19% = €3092.81	<input type="checkbox"/> €2749 + VAT@19% = €3271.31
2 Day Conference + 1 workshop (1/2 day)	<input type="checkbox"/> €2339 + VAT@19% = €2783.41	<input type="checkbox"/> €2489 + VAT@19% = €2961.91
2 Day Conference	<input type="checkbox"/> €1799 + VAT@19% = €2140.81	<input type="checkbox"/> €1949 + VAT@19% = €2319.31
Workshop Only	<input type="checkbox"/> €549 + VAT @ 19% = €653.31	<input type="checkbox"/> €699 + VAT @ 19% = €831.81

I am unable to attend, please send me access details to view the event documents online at £325 (+ VAT @ 17.5%)

Other discount, reference code _____

15% discount for Endorsing Association Members

Discounts are at the discretion of Informa Telecoms and Media and are not cumulative. Delegates who do not pay with their booking are requested to provide a copy of their credit card / cheque details to help payment allocation. Staff at the event will request a credit card guarantee for delegates without proof of payment.

New Total €

STEP 3: DELEGATE DETAILS (for ease, attach your business card) – Please photocopy form for multiple bookings

1. Delegate (Mr/Mrs/Ms/Miss/Dr) Family Name _____

First Name _____

Job Title _____

Company _____

Department _____

Email _____

Direct Telephone _____ Mobile _____

Address _____

Country _____

Postcode/Zip Code _____ Fax _____

Nature of Company Business _____ VAT Reg no _____

2. Who do you report to? (Mr/Mrs/Ms/Miss/Dr) Family Name _____

First Name _____

Job Title _____

Email _____

Direct Telephone _____

Mobile _____

3. Who is the Head of Training? (Mr/Mrs/Ms/Miss/Dr) Family Name _____

First Name _____

Job Title _____

Email _____

Direct Telephone _____

Mobile _____

STEP 4: PAYMENT DETAILS

Enclosed is a cheque made payable to **Informa UK Ltd** (Ref: CU1155)

   **Please charge my credit card** (Last 3 digits on signature strip on back of credit card. AMEX - 4 digit number on front of card)

Card No _____ Expiry Date __ / __ / __ CVV Number _____

Card Billing Address _____

Card Holder's Name _____

Signature _____ Date __ / __ / __

Yes I agree to the Terms & Cancellations Conditions as stated on this form

Contact Tel No for Card Holder: _____

For further information on payment details visit www.payments.informa.com/telecoms or call +44 (0)20 7017 5506