



PRELIMINARY AGENDA

DAY ONE - Sunday, September 12, 2010

7:00 AM-1:00 PM

COMPTEL *PLUS* FALL 2010 GOLF TOURNAMENT

Cowboys Golf Course

7:00 AM - Golf Tournament Registration Opens and Breakfast Served

8:00 AM - Shotgun Start

2:00 PM - 7:00 PM

REGISTRATION

Longhorn Marble Foyer

2:00 PM - 5:00 PM

COMPTEL *PLUS* DEAL CENTER

Longhorn Hall F

Sponsored by Pac-West Telecomm

4:30 PM - 7:00 PM

OPENING NIGHT - COMPTEL *PLUS* TRADE EXPO

Longhorn Hall D&E

Sponsored by Fujitsu Network Communications

DAY TWO - Monday, September 13, 2010

7:30 AM - 9:00 AM

CEO BREAKFAST

Yellow Rose Ballroom

Featured Speaker: *Mark Barnhill, Principal, Platinum Equity*
Members-Invitation Only

8:00 AM - 5:30 PM

REGISTRATION

Longhorn Marble Foyer

8:00 AM - 5:00 PM

COMPTEL *PLUS* DEAL CENTER

Longhorn Hall F

Sponsored by Pac-West Telecomm

8:00 AM-5:00 PM

MEMBER LOUNGE

Longhorn Hall F

8:30 AM-9:15 AM

Keynote Breakfast Buffet

Grapevine C Foyer

9:30 AM - 10:30 AM

KEYNOTE ADDRESS

Grapevine C

WELCOME REMARKS:

Jerry James, CEO, COMPTEL

Joseph Ambersley, Chairman, COMPTEL Board of Directors, and Co-Founder, PAETEC

KEYNOTE SPEAKER:

Arunas Chesonis, Chairman of the Board and CEO, PAETEC

10:30 AM-10:45 AM

ATLANTIC-ACM 2010 METRO WHOLESALE BEST-IN-CLASS AWARDS

Grapevine C

Presented by Dr. Judy Reed-Smith, CEO, Atlantic-ACM

11:30 AM - 5:30 PM

COMPTEL *PLUS* TRADE EXPO

Longhorn Hall D&E

Lunch available for purchase at concession stand

Exhibit Hall Presentations

11:45 Custom Call—Levering Workflow to Improve Business Process Management
12:45 Sprint—Lower Peering Costs through PIN (Partner Interexchange Network)
1:45 Vertek—Improving Customer Retention through Operational Excellence
2:45 Charter Business—Carrier Services and Network
3:45 Neustar—Fulfilling FCC’s Mandated Number Portability Regulations and Beyond

CONCURRENT SESSIONS

1:30 PM - 2:15 PM

BUSINESS

M&A: IS THE CLIMATE RIGHT FOR CONSOLIDATION?

Grapevine C

Because the current economic climate is less than ideal, more businesses are considering the consolidation option. What current trends are impacting M&A deals and what future implications should companies bear in mind? This session will look at M&A from the perspective of a buyer, strategic advisor and venture capitalist.

MODERATOR:

J. Sherman Henderson III, CEO, Lightyear Network Solutions

SPEAKERS:

Stefan Bewley, Director, Altman Vilandrie & Company

Gillis Cashman, General Partner, M/C Venture Partners

John Scarano, COO and Co-Founder Zayo Group LLC, and President, Zayo Bandwidth

TECHNOLOGY

ETHERNET OVER ANY INFRASTRUCTURE—YESTERDAY, TODAY AND TOMORROW

Grapevine A

With customer demand for high-capacity Ethernet booming in many market segments, carriers are faced with a variety of platform options as they look for the best way to deliver Ethernet services. Whether you serve small and large businesses, provide wireless carrier backhaul, or target financial services, education or niche verticals, customer needs vary by market segment. As a result, no one flavor of Ethernet is the obvious solution. This session will discuss the advantages of copper, fiber and wireless platforms, as well as a multi-technology gateway interface, while also exploring how the quality and latency associated with each platform meet customer needs.

MODERATOR:

Ron Mudry, CEO, Tower Cloud Inc.

SPEAKERS:

Zeev Draer, Vice President of Marketing, MRV Communications Inc.

Hossam Salib, Vice President of Product Management and Marketing, Positron Access Solutions Inc.

Ralph Santitoro, Director of Carrier Ethernet Market Development, Fujitsu Network Communications

Gabe Venturi, Vice President of Sales Operations, Intellifiber Networks

REGULATORY

SOLVING THE PERPETUAL RIDDLE - THE END OF DAYS FOR INTERCARRIER COMPENSATION?

Grapevine B

This session will consist of an in-depth interview with FCC Wireline Competition Deputy Bureau Chief Donald Stockdale about the future of intercarrier compensation, including a discussion of the options and consequences of reform.

MODERATOR:

Joe Gillan, Consultant, Gillan Associates

SPEAKER:

Donald Stockdale, Deputy Bureau Chief, Wireline Competition, Federal Communications Commission

CONCURRENT SESSIONS

2:30 PM - 3:15 PM

BUSINESS

BANDWIDTH CHALLENGES: HOW SERVICE PROVIDERS MEET THEIR CUSTOMERS' INCREASING DEMANDS

Grapevine C

The number of customers connecting to digital networks is increasing, dramatically changing utilization patterns with more and more new applications. As a result, wireline and wireless service providers alike must meet the rising demands in a way that sustains a positive customer experience and quality of service. This panel will take a deeper look into how this explosion in demand for voice, data and video has affected service providers with small business customer base, as well as medium/large customers, as well as exploring cable's entry as a wholesale provider of bandwidth and retail wireless services. The combined demand of all these customer requirements equal the appetite for more network capacity from all technologies.

MODERATOR:

Michael Miller, Founder & CEO, FiberLight, LLC

SPEAKERS:

John Chapman, Senior Vice President of Marketing, PAETEC

Jack Gordon, Director, of Carrier Sales, Charter Business

Chris Murphy, Vice President of Sales and Business Development, Zayo Bandwidth

Steve Zimba, Vice President Marketing, Cbeyond

TECHNOLOGY

IP INTERCONNECTIONS

Grapevine A

The migration of switched traffic to VoIP creates many possibilities for changing the way that calls and services are delivered, potentially bypassing layers of intermediary carriers who introduced their own costs and quality issues. This session will discuss ways to optimally provide both TDM-to-IP switching and native IP-to-IP switching. In addition, the panel will examine how mobile broadband services are driving a transformation to IP and Ethernet with the deployment of new technologies; and how open source technology can enable companies to differentiate their network and services, generate new revenue streams and reduce bottom line costs.

MODERATOR:

Dave Malfara, President and CEO, ETC Group, LLC

SPEAKERS:

Ian Campbell, Director Product Management & Product Development, Arbinet Corporation

Ron Contrado, Chairman & Founder, Homisco Inc.

Micaela Giuhat, Vice President, Product Marketing, GENBAND

Kurt Raaflaub, Product Manager for Optical and Ethernet Solutions ADTRAN

REGULATORY

UNIVERSAL SERVICE & THE NATIONAL BROADBAND PLAN: AN FCC PERSPECTIVE

Grapevine B

The FCC's National Broadband Plan proposed substantial reforms of the current universal service regime, including support for the deployment and adoption of broadband services. This one-on-one interview with an FCC official will focus on the rulemakings underway at the Commission and their possible implications for the telecommunications industry.

MODERATOR:

Michael Pryor, Member, Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C.

SPEAKER:

Donald Stockdale, Deputy Bureau Chief, Wireline Competition, Federal Communications Commission

CONCURRENT SESSIONS

3:30 PM - 4:15 PM

BUSINESS

ACHIEVING PROFITABILITY: HOW TO INCREASE YOUR BOTTOM LINE THROUGH COST REDUCTION, SALES MANAGEMENT AND NEW PRODUCTS

Grapevine C

It's an eternal challenge - communications carriers are constantly seeking ways to increase revenue while not increasing expenses. In this session, attendees will learn how to drive profitability and strengthen the bottom line by cutting costs, managing sales and introducing new products.

MODERATOR:

Grey Humphrey, Vice Chairman, DDR Broadband Networks

SPEAKERS:

Eric Clelland, Co-Founder and Vice President of Sales, Cyan

James Martino, Managing Director, TelecomMarketplace.net

Steve Suggs, Executive Vice President of Sales, Sales Manage Solutions

TECHNOLOGY

ALWAYS CONNECTED: STRATEGIES FOR FIXED MOBILE CONVERGENCE

Grapevine A

Businesses of all sizes are becoming increasingly dependent on mobility and "always on" connectivity for critical applications and communications. This panel will address real-world mobility trends and

customer requirements, while discussing how carriers can integrate wireless into their solutions portfolio with their existing wireline voice and data offerings.

MODERATOR:

Bill Esrey, Jr., Vice President, Sprint Wholesale

SPEAKERS:

Stefan Bewley, Director, Altman Vilandrie & Company
Curtis Hartmann, Director, Product Management, Broadsoft
Laith Zalzalah, Director - Wireless Solutions, Mitel
Vince Zappa, Senior Director, Mobile, Cbeyond

REGULATORY

THE 2010 VOTE: HOW MID-TERM ELECTIONS COULD IMPACT THE TELECOM INDUSTRY AND WHAT IT MEANS FOR YOUR BUSINESS

Grapevine B

Come hear Washington insiders discuss the upcoming mid-term elections and how the results could impact your business.

MODERATOR:

Bill O'Neill, Vice President of Government Relations, COMPTel

SPEAKERS:

Bill Barloon, Vice President for State and Federal Legislative Affairs, Sprint
Pat Williams, Founding Partner, The Cormac Group

DAY THREE - Tuesday, September 14, 2010

7:30 AM - 9:00 AM

COMPTel BOARD OF DIRECTORS MEETING
Yellow Rose Ballroom

8:00 AM - 4:30 PM

REGISTRATION
Longhorn Marble Foyer

8:00 AM - 4:00 PM

COMPTel PLUS DEAL CENTER
Longhorn Hall F
Sponsored by Pac-West Telecomm

8:00 AM - 4:00 PM

COMPTel MEMBER LOUNGE
Longhorn Hall F

CONCURRENT SESSIONS

9:00 AM - 9:45 AM

BUSINESS

ELUDING FAILURE: TOP FIVE WAYS TO CLOSE THE DEAL

Grapevine C

More than 70 percent of all deals that don't close are the fault of the sales rep. Do you know how to seal the deal and stop wasting time? Internationally renowned sales trainer John Costigan does - and he will share the top five sale tactics that are guaranteed to grow your business.

SPEAKER:

John Costigan, President and Founder, John Costigan Companies

TECHNOLOGY

ADDRESSING THE FUTURE OF IP

Grapevine A

The next generation of Internet Protocol is coming and competitive carriers must be prepared. This session will address how SIP redundancy can be used to provide carriers the security and reliability customers expect. In addition, speakers will address why it is essential for all stakeholders to prepare their networks and Web sites for IPv6. And lastly, the session will outline how service providers can make the smooth transition from circuit-switched to pure IP operations, while leveraging this transformation into new capabilities and new markets.

MODERATOR: Doug Davis, CTO, HyperCube LLC

SPEAKERS:

Brady Adams, CTO, 360networks

Richard Jimmerson, CIO, American Registry for Internet Numbers (ARIN)

Michael Kane, Senior Director of Strategic Solutions, NeuStar Inc.

Justin Nelson, Founder, President and CEO, dash Carrier Services

REGULATORY

EMERGING PRIVACY ISSUES AND OPPORTUNITES FOR INTERNET PROVIDERS AND COMPETITIVE TELECOM PROVIDERS

Grapevine B

Privacy is the *cause célèbre* in Washington and is becoming an increasingly significant business and legal-regulatory issue for competitive telecom carriers. Congress is considering the adoption of a wide-ranging privacy bill, privacy concerns were raised prominently in the FCC's Broadband Plan and both the FCC and FTC have been examining a myriad of privacy-related issues for quite some time. Now, with the rise of cloud-based computing, public interest organizations and service providers are advocating for reform of the Electronic Communications Privacy Act. Competitive telecom carriers are on the front line of the privacy debate, whether it is using customer data to market services, offering Internet access, working with cloud-based computing providers, or responding to law enforcement. This session will examine privacy issues and business opportunities relevant to competitive telecom carriers.

MODERATOR:

Andrew Lipman, Partner, Bingham McCutchen LLP

SPEAKERS:

Ron Del Sesto, Partner, Bingham McCutchen LLP

Katherine Mudge, Director, State Affairs & ILEC Relations, Covad Communications Company

Erica Newland, Policy Analyst, Center for Democracy & Technology

Sherry Ramsey, Assistant Vice President, Public Policy, AT&T

CONCURRENT SESSIONS

10:00 AM - 10:45 AM

BUSINESS

PROSPECTING WITH SUCCESS

Grapevine C

Less than 2 percent of all prospecting voice mail messages are returned, and it takes, on average, nine calls to have a decision maker call you back. John Costigan will show you how to get results in just one call. His proven methods result in 65 percent of decision makers calling back within just four hours.

SPEAKER:

John Costigan, President and Founder, John Costigan Companies

TECHNOLOGY

PRODUCT WATCH: SOLUTIONS FOR HIGH-MARGIN BUSINESS AND CONSUMER SERVICES

Grapevine A

What new products on the market will give your company the best bang for its buck? This session will explore a variety of products - from Carrier Ethernet exchanges to IP voice to video telephony - that will provide carriers with the opportunity to deliver high-margin, high value services to businesses and consumers alike. Attendees will also learn about best practices and service delivery models that can benefit their organization.

MODERATOR:

Dale Schmick, CEO, YourTel America Inc.

SPEAKERS:

Phil Bronsdon, Senior Vice President, Engineering and Operations, IntelPeer Inc.

Eric Gillenwater, Vice President of Worldwide Development, CENX Inc.

Kelly Sparks, Chief Architect, Pac-West Telecomm Inc.

Allan Van Buhler, Sr. Vice President of Marketing and Sales, WorldGate

REGULATORY

THE EXPLOSIVE AND DISRUPTIVE GROWTH OF SMS

Grapevine B

Today SMS messaging is exploding in the United States. The number of SMS users has grown 300 percent - from 30 million to 100 million - since 2001 and the number of messages has grown from 33 million to 48 billion in the same period. Moreover, SMS is increasingly built into applications, from social networking to information services. This explosion is having a disruptive effect across industry segments. In this session, speakers will address how carriers frequently block "short codes" as a means of discriminating against specific providers or specific content/applications, the impact of unsolicited SMS messages on consumers, and how SMS is creating huge additional demand for backhaul for cellular carriers and resellers.

MODERATOR:

Jon Canis, Partner, Arent Fox LLP

SPEAKERS:

Michael Hazzard, Partner, Arent Fox LLP

Vijay Lewis, Chief Network Architect, FiberTower Network Services

Bret Mingo, Founder, President and CEO, Core Communications, Inc. (CoreTel)

Ari Rabban, CEO and Co-founder, Phone.com

11:30 AM - 4:30 PM

COMPTEL *PLUS* TRADE EXPO

Longhorn Hall D&E

Lunch available for purchase at concession stand

Exhibit Hall Presentations

11:45 Transition Networks—Using Intelligent Ethernet Network Interface Devices (NIDs)

12:45 Sales Manage Solutions—Can They Sell? Finding and Selecting High Performing Sales People

1:45 BTI Systems—Comprehensive Service Delivery with Packet Optical

2:45 Homisco—SaaS Opportunitites for Any Carrier: Same Network, New Revenue

3:45 Xtera Communications, Inc. —Best of Both Worlds: Raman and EDFA

3:30 PM-4:30 PM

EXPO Hall Closing Reception

Longhorn Hall D&E

Snack Foods available

4:00 PM

3D HDTV RAFFLE DRAWING

COMPTEL Booth, next to the Speakers Corner

DAY FOUR - Wednesday, September 15, 2010

9:00 AM - 12:00 PM

REGULATORY WORKSHOP

Yellow Rose Ballroom

Sponsored by Casey, Gentz & Magness, LLP

Preparing for “Next Generation” Interconnection Agreements

Part A

9:00-9:50AM

Interconnection and Intercarrier Compensation

As companies' services and networks evolve, their interconnection agreements with ILECs must be revised to address their current and future business needs. Changes in technology are affecting interconnection methods, and possible shifts in federal policy will alter intercarrier compensation provisions. This panel will discuss the business impacts of those changes as carriers develop new interconnection agreements.

Moderator: Bill Magness, Partner, Casey, Gentz & Magness, LLP

Speakers:

Joe Gillan, Consultant, Gillan Associates

Bill Haas, Vice President of Public Policy & Regulatory, PAETEC

Rich Morris, Senior Counsel, Federal and State Government Affairs, Sprint

10 minute break

Part B

10:00-10:50 AM

Leased Facilities & Business Issues

Since most carriers' last round of interconnection negotiations, the regulatory landscape for unbundling and special access has changed dramatically. Similarly, the dynamics surrounding collocation have shifted. This panel will discuss these and other related issues facing competitive carriers today, including availability & terms for leased facilities, collocation, and business-to-business issues typically contained in ICAs.

Moderator: Robin Casey, Partner, Casey, Gentz & Magness

Speakers:

Stephen W. Crawford, General Counsel and Senior Vice President, Mergers and Acquisitions, Alpheus Communications

Kristie Ince, Vice President of Regulatory Affairs, tw telecom, llc

Valerie Kirk, Managing Partner, Casey, Gentz & Magness LLP

Howard Siegel, Vice President of External and Regulatory Affairs, Logix Communications

10 minute break

Part C

11:00 AM-12:00PM

Obtaining Reasonable Access to Pole Attachments and Rights-of-Way.

Since the Pole Attachment Act in 1978 and the federal Telecom Act in 1996, efforts have been made to promote network deployment and competition by improving access to pole attachments and rights-of-ways. This panel will look at where we are today, the challenges to access that still exist and additional reforms that may be necessary.

Moderator: Diane Barlow, Partner, Casey, Gentz & Magness, LLP

Speakers:

Jack Shives, Manager, National Engineering, Qwest Communications Company, LLC

Dave Thomas, Partner, Hogan Lovells US LLP