



AGENDA

DAY ONE - Sunday, March 14, 2010

1:00 PM - 7:00 PM

REGISTRATION

Adjacent to Ryman B2-B3

2:00 PM - 6:00 PM

COMPTTEL *PLUS* DEAL CENTER

Ryman Exhibit Hall B1

Sponsored by: Charter Business, Interstate FiberNet, O1 Communications, Pac-West Telecomm,

4:30 PM - 7:00 PM

OPENING NIGHT - COMPTTEL *PLUS* TRADE EXPO

Ryman Exhibit Hall B3-B4

7:00 PM - 9:00 PM

OPENING PARTY with Country Music Supergroup Diamond Rio

Tennessee C

Sponsored by: FastTrack Communications, GENBAND, Qwest, TDS Metrocom, TSI, Zone Telecom Inc.

Diamond Rio has long been one of country music's most successful groups. The band released its platinum-selling debut disc in 1991. The following year, Diamond Rio won the Country Music Association's Vocal Group of the Year award for the first time. They've scored nine No. 1 hits and placed 15 singles in the Top Five. Six-time Vocal Group of the year collectively from the Country Music Association and the Academy of Country Music, Diamond Rio was inducted into the Grand Ole Opry in 1998. The band has sold more than 10 million records and received the Country Radio Broadcasters Humanitarian Award and the Minnie Pearl Humanitarian Award in recognition of their many charitable endeavors, including their longtime relationship as National Spokespersons for Big Brothers Big Sisters. Some of the group's chart-topping hits include "One More Day," "Meet in the Middle," "Love a Little Stronger," "How Your Love Makes Me Feel," "Beautiful Mess" and "I Believe." In 2007, Diamond Rio signed with Word Records and released *The Star Still Shines*, their first Christmas project. They released their first Christian project, *The Reason*, this fall.

DAY TWO - Monday, March 15, 2010

7:30 AM - 9:00 AM

CEO BREAKFAST

Tennessee D

Keynote Speaker: John Siegel, Partner, Columbia Capital

Open to COMPTTEL Members (C- level executives by invitation only)

8:00 AM - 5:00 PM

REGISTRATION

Adjacent to Ryman B2-B3

9:00 AM - 6:00 PM

COMPTTEL PLUS DEAL CENTER

Ryman Exhibit Hall B1

Sponsored by: Charter Business, Interstate FiberNet, O1 Communications Pac-West Telecomm,

9:00 AM - 6:00 PM

MEMBER LOUNGE

Ryman Exhibit Hall B1

Sponsored by: Charter Business, Intellifiber Networks

9:00 AM - 1:00 PM

COMPTTEL PLUS TRADE EXPO

Ryman Exhibit Hall B3-B4

Box Lunch Provided

9:30 AM - 11:00 AM

ANNUAL MEMBERSHIP MEETING and BOARD ELECTIONS

Tennessee B

CONCURRENT SESSIONS - TRACK ONE

1:30 PM - 2:15 PM

BUSINESS

MOVING STALLED DEALS FORWARD

Tennessee B

SESSION DESCRIPTION: 51 Deals - \$2.9 Million in One day! On John's radio show, he demonstrated how to close business, then proved it in Chicago in a one-day class that closed 51 deals worth almost \$3 million. Learn how he did it and then trained the sales people to do the same in just one day.

SPEAKER:

John Costigan, President and Founder, John Costigan Companies

TECHNOLOGY

LEVERAGING ETHERNET OVER COPPER

Tennessee A

SESSION DESCRIPTION: Delivering last-mile services represents both challenges and opportunities. Ethernet over Copper enables service providers to leverage their existing copper infrastructure to deliver enhanced services while reducing operating expenses. This session will discuss trends in Ethernet over Copper deployment; the market opportunity; how service providers and businesses are leveraging their existing investment of copper-based TDM business services assets; available technologies; and the business case and economics of Ethernet over Copper.

MODERATOR:

Jim Vermeulen, Executive Vice President of Operations, Cavalier

SPEAKERS:

David Armentrout, President & COO, Fibernet

Craig Goodwin, Product Manager Carrier Ethernet, ADTRAN

Kevin Sheehan, CEO, Hatteras Networks

Gabe Venturi, Vice President - Sales Operations, Intellifiber Networks

REGULATORY

NATIONAL BROADBAND PLAN

Tennessee D

SESSION DESCRIPTION: The National Broadband Plan will define federal telecommunications priorities for years to come. Join industry economist Joe Gillan conduct an in-depth interview with FCC Wireline Competition Bureau Chief Sharon Gillett and Paul de Sa, Chief of the FCC's Office of Strategic Planning and Policy Analysis, about the action items likely to follow the National Broadband Plan.

MODERATOR:

Joe Gillan, Consultant, Gillan Associates

SPEAKERS:

Sharon Gillett, Wireline Competition Bureau Chief, Federal Communications Commission

Paul de Sa, Chief, Office of Strategic Planning and Policy Analysis, Federal Communications Commission

CONCURRENT SESSIONS - TRACK TWO

2:30 PM - 3:15 PM

BUSINESS

BUILDING A BETTER BALANCE SHEET

Tennessee B

SESSION DESCRIPTION:

One of the most important aspects of a company's finances tends to be the most overlooked - the balance sheet. Regardless of your business - fiber-centric or reseller, towers or technology, wireless or wireline - a healthy balance sheet can ensure a company's long-term success by allowing it to execute the business model through all cycles of the business and the economy. In this panel, we will discuss long-term and short-term financing strategies, effective working capital management and how to think about the right structure for your business.

MODERATOR:

Keith Wilson, Executive Vice President and CFO, PAETEC

SPEAKERS:

Tim Medina, CFO and Treasurer, TelePacific Communications

Kurt Van Wagenen, President and CEO, FiberTower

Tom Westdyk, Managing Director, CIT Communications, Media & Entertainment

TECHNOLOGY

WIRELINE PRODUCT STRATEGIES FOR THE WIRELESS ERA

Tennessee A

SESSION DESCRIPTION: As networks and telecom business models change, competitive carriers must evolve their voice service offerings to keep pace. This session looks at approaches for integrating a competitive, feature-rich wireline service with the increasingly mobile, broadband-enabled world in which your customers live. You will come away with information on the latest technologies from industry experts, and learn the hard-won experience of other carriers who have extended their product portfolio beyond POTS and PRI.

MODERATOR:

Chris Carabello, Marketing Director, Metaswitch Networks

SPEAKERS:

Brian Dally, Vice President Product Strategy & Mobile Solutions, Bandwidth.com

Joby McDonald, Product Marketing Manager, Convergence Solutions, Sprint Wholesale Business Unit

Jason Mills, President and CEO, Utility Telephone

Bryan Stanley, Director, Strategic Initiatives, PC Management

REGULATORY

ACCESS REFORM AND INTERCARRIER TREATMENT OF VoIP

Tennessee D

SESSION DESCRIPTION: Nearly nine years ago, the FCC established a proceeding to reform intercarrier compensation mechanisms with an eye toward "unifying" termination rates. Since that time, however, the FCC has been unable to achieve any meaningful reform, and major controversies exist before the courts and state public service commissions on whether VoIP traffic is subject to access charges, and if "bill and keep" or some other form of compensation is appropriate. In this panel, representatives of different industry segments will provide their views on intercarrier compensation reform and the application of compensation regulation to new and emerging forms of traffic.

MODERATOR:

Michael Hazzard, Partner, Arent Fox

SPEAKERS:

Eric Einhorn, Vice President, Federal Government Affairs, Windstream

Robert W. McCausland, Senior Vice President, Regulatory and Government Affairs, Hypercube

Staci L. Pies, Director, Government Relations and Regulatory Affairs, Skype

CONCURRENT SESSIONS - TRACK THREE

3:30 PM - 4:15 PM

BUSINESS

COLD CALLING

Tennessee B

SESSION DESCRIPTION: Cold Calling - Yes it works! You're just doing it like everyone else...and that's the problem. Only 2 percent of cold calls usually get returned. John will show you how to get more than 50 percent of your voice mail messages returned, the same day!

SPEAKER:

John Costigan, President and Founder, John Costigan Companies

TECHNOLOGY

UNLOCKING THE CLOUD

Tennessee A

SESSION DESCRIPTION: The unification of network services and data center services open up new service delivery opportunities that enable service providers to increase revenues. This session will describe how the service provider data center delivers cloud services at scale and build a "multi-tenant" platform where compute, storage and network resources are stateless. Customers can run applications remotely with the same assurances as if they were on-premise or use the network to extend existing IT infrastructure to a cloud-based service. The service provider's ability to provide a multi-tenant service platform with efficiencies provides their customers with reliable, cost-effective options for outsourcing IT services.

MODERATOR:

Vaughn Suazo, Consulting Systems Engineer, U.S. Service Provider, Cisco Systems

SPEAKERS:

John Butz, New Product Development, Neutral Tandem

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

REGULATORY

COPPER RETIREMENT AND BEYOND

Tennessee D

SESSION DESCRIPTION: This panel will focus on the various legal and regulatory issues surrounding the retirement of copper plant by the incumbent local exchange carriers, ("ILECs"), IP interconnection, and access to ILEC fiber.

MODERATOR:

Sarah DeYoung, President and Executive Director, California Association of Competitive Telecommunications Companies (CALTEL)

SPEAKERS:

Joe Gillan, Consultant, Gillan Associates

Francie McComb, Executive Vice President of Law and Public Policy/General Counsel, Cavalier Telephone

Jason Wakefield, Vice President, Governmental and External Affairs, Covad Communications Company

Bill Weber, Chief Administrative Officer, Cbeyond

4:30 PM - 5:30 PM

KEYNOTE ADDRESS

Tennessee C

WELCOME REMARKS:

Jerry James, CEO, COMPTEL

Joseph Ambersley, Chairman, COMPTEL Board of Directors

KEYNOTE SPEAKER:

Jonathan S. Adelstein, Administrator, United States Department of Agriculture's Rural Utilities Service

5:30 PM

ATLANTIC-ACM BEST-IN-CLASS LONG HAUL WHOLESALÉ AWARDS

Tennessee C

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

DAY THREE - Tuesday, March 16, 2010

7:30 AM - 9:30 AM

BOARD MEETING

Hermitage D

8:00 AM - 4:30 PM

REGISTRATION

Adjacent to Ryman B2-B3

8:30 AM - 4:30 PM

COMPTTEL PLUS DEAL CENTER

Ryman Exhibit Hall B1

Sponsored by: Charter Business, Interstate FiberNet, O1 Communications Pac-West Telecomm,

8:30 AM - 4:30 PM

MEMBER LOUNGE

Ryman Exhibit Hall B1

Sponsored by: Charter Business, Intellifiber Networks

CONCURRENT SESSIONS - TRACK FOUR

9:30 AM - 10:15 AM

BUSINESS

OVERCOMING OBJECTIONS

Tennessee B

SESSION DESCRIPTION: The average sales person faces rejection seven times a day. Most sales people don't have a process to overcome them and ironically, what they are saying is usually the absolutely worst thing they can say. Learn a highly acclaimed process that has sales people handling objections with much more confidence and success.

SPEAKER:

John Costigan, President and Founder, John Costigan Companies

TECHNOLOGY

NEXT GEN NETWORKS: MAKING A SMOOTH SHIFT TO PACKET-BASED

TRANSPORT

Tennessee A

SESSION DESCRIPTION: IP/MPLS over Ethernet blurs the line between transport and services, often resulting in organizational and operational inefficiencies within telco and cellular operators. This session discusses how new technologies, such as MPLS-TP (transport profile) and IP-optical integration, enable network designs that address and solve this problem by separating between packet-based transport and packet-based services and adhering to SONET-like operational models within the metro Ethernet. This session will focus

on lessons learned in this area and best practices to date in realizing a smooth migration toward packet-based transport.

MODERATOR:

Michael Howard, Co-Founder and Principal Analyst Carrier and Data Center Networks, Infonetics Research

SPEAKERS:

Craig Easley, Metro Ethernet Forum (MEF) Board Member and America's Marketing Committee Co-Chair; President, The Carrier Ethernet Academy
Shai Perach, Director, Product Marketing, ECI TELECOM

REGULATORY

HOT TOPICS AT FCC

Tennessee D

SESSION DESCRIPTION: This panel will highlight and discuss the critical regulatory and policy issues impacting the competitive telecom sector, including intercarrier compensation, universal service reform, loop unbundling, regulatory forbearance, copper retirement, enforcement trends, Bell deregulation and the overall direction of FCC policy toward competitive telecom carriers.

MODERATOR:

Andrew Lipman, Partner, Bingham McCutchen

SPEAKERS:

Stephen Crawford, General Counsel and Senior Vice President Mergers & Acquisitions, Alpheus Communications
Tony Hansel, Assistant General Counsel, Covad Communications Company
Nancy E. Lubamersky, Vice President, Strategic Initiatives and Public Policy, TelePacific Communications

CONCURRENT SESSIONS - TRACK FIVE

10:30 AM - 11:15 AM

BUSINESS

CABLE and RLEC ENTRY INTO THE CLEC MARKET

Tennessee B

SESSION DESCRIPTION: 2009 has proven to be a critically important year for the CLEC sector, with the entry of two new groups of strategic buyers into the market. First, Comcast announced the acquisition of Chicago-based CLEC CIMCO Communications, and then, WindStream announced the acquisition of super-regional CLEC NuVox Communications. Both deals represent significant developments to the competitive and strategic outlook for the CLEC market.

MODERATOR:

James Henry, Senior Managing Director, Bank Street Group

SPEAKERS:

Jeff Gardner, President and CEO, Windstream Communications
Howard Janzen, CEO, One Communications Inc.
Keith Wilson, Executive Vice President and CFO, PAETEC

TECHNOLOGY

WIRELESS BACKHAUL

Tennessee A

SESSION DESCRIPTION: The fast growing demand for wireless smartphones, laptop data cards and other mobile devices is driving explosive growth in bandwidth requirements at cellular towers. As wireless carriers upgrade their networks to 3G and 4G technologies, their needs for backhaul connectivity from the cell towers to the mobile switching centers are changing rapidly. Join this panel of experts as they discuss the changing needs of wireless carriers and how companies in many areas of telecom can benefit from serving this fast growing marketplace. Learn more about 4G technologies such as Long Term Evolution (LTE) and WiMAX, and the network requirements to serve this demand as it shifts from voice oriented T-1 backhaul to high capacity Ethernet. Discuss the business case for building fiber to the cell tower and what other technologies such as microwave may fit into the backhaul solution.

MODERATOR:

Ron Mudry, CEO, Tower Cloud

SPEAKERS:

Lynn Refer, President and CEO, Telecom Transport Management Inc. (TTM)

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

Jeff Stuparits, Distinguished Member of Technical Staff, Verizon Wireless

Matt Young, Director of Sales, Alcatel Lucent

REGULATORY

NET NEUTRALITY

Tennessee D

SESSION DESCRIPTION: The FCC has opened a proceeding to determine whether it should adopt rules to maintain and promote a free and open Internet. The proposed rules are targeted at the providers of broadband Internet access service. This panel will explore the pros and cons of adopting net neutrality regulations.

MODERATOR:

Gary Kim, Editor, Mobile Marketing and Technology

SPEAKER:

Robert Quinn Jr., Senior Vice President-Federal Regulatory, AT&T Services Inc.

Andy Schwartzman, President and CEO, Media Access Project

Rick Whitt, Washington Telecom and Media Counsel, Google

11:30 AM - 4:30 PM

COMPTEL *PLUS* TRADE EXPO

Ryman Exhibit Hall B3-B4

6:00 PM - 8:00 PM

TUESDAY NIGHT PARTY with the Gabe Dixon Band

Tennessee C

Sponsored by: Arent Fox

DAY FOUR - Wednesday, March 17, 2010

9:00 AM - 12:00 PM

COMPTEL REGULATORY WORKSHOP

Tennessee B

Sponsored by: Arent Fox

9:00 AM-10:45 AM

Part I. MONEY, PIPES, AND THE RULES OF THE ROAD

In Part One of the workshop, panelists will focus on three key aspects of the 21st Century telecommunications industry: maximizing your return on network investment via intercarrier compensation; participating in our nation's historic broadband deployment efforts via the National Broadband Plan, and how Internet-based transmissions can or should be managed. The presentations will be pragmatic, topical, and packed with tangible "take-aways" to help you maximize your company's performance.

Money – How to Maximize Your Network Realization via Intercarrier Compensation and Universal Service Funding

Moderator/Presenter: Ross Buntrock, Partner, Arent Fox

Speakers:

Jon Canis, Partner, Arent Fox

Katherine Barker Marshall, Associate, Arent Fox

Joseph Bowser, Associate, Arent Fox

Pipes – What We Know About the National Broadband Plan

Moderator/Presenter: Stephanie Joyce, Counsel, Arent Fox

Rules of the Road – The "Open Internet" Proceeding and what it Means to You

Moderator/Presenter: Stephanie Joyce, Counsel, Arent Fox

Session will adjourn for a 15 minute break

11:00AM-12:00PM

Part II. A PRAGMATIC APPROACH TO FCC ENFORCEMENT ISSUES

Part Two of the program targets FCC enforcement, an aspect of telecommunications regulation having increased importance as intercarrier relations and the Commission's Rules continue to become more complex. Arent Fox attorneys will provide practical ideas for handling Universal Service collections by USAC, responding to compliance inquiries, and pursuing "primary jurisdiction referrals" from United States courts in the context of ongoing litigation.

Moderator/Presenter:

Jon Canis, Partner, Arent Fox

Speaker:

Michael Hazzard, Partner, Arent Fox