



SPRING 2009 PRELIMINARY AGENDA

*All conference sessions will be held at The Gaylord Texan, Dallas, TX
March 2-5, 2009*

Business casual dress is encouraged.

DAY ONE - Monday, March 2, 2009

8:00 AM - 4:00 PM

ACQUISITIONS WORKSHOP

Yellow Rose Ballroom

Sponsored by:

Bingham McCutchen, Kelley Drye, Matrix Telecom and Waller Capital Partners

WORKSHOP MODERATOR:

Jerry James, CEO, COMPTTEL

WORKSHOP PRESENTERS:

Gregory Attorri, President and COO, Waller Capital Partners

Kenneth Clausman, Vice President, Waller Capital Partners

Jean Kiddoo, Partner, Bingham McCutchen LLP

Genevieve Morelli, Partner, Kelley Drye & Warren LLP

Jim Prenetta, EVP and Chief Legal Counsel, One Communications

Andrew Ray, Partner, Bingham McCutchen LLP

Jay Schifferli, Partner, Kelley Drye & Warren LLP

Chuck Taylor, President, Matrix Telecom

Chris Williams, Former CFO, Sage Telecom

This workshop is on acquisitions from the perspectives of investors, management and the legal community. You will hear from a buyer and a seller with real world experience on what it takes to start, go through and finish this process, focusing on the "good, the bad and the ugly" aspects. And with any transaction, you need good legal counsel and we have two experienced and knowledgeable law firms from our industry that will provide critical information about the process and the key differences between a stock versus an asset deal.

PLEASE NOTE: This event is by invitation only. Registration is open to Board members, CEOs, CFOs and Investors in the Telecom Industry.

2:00 PM - 7:00 PM
REGISTRATION
Longhorn Marble Foyer

2:00 PM - 7:00 PM
DEALCENTER
Sponsored by: *Charter Business and Pac-West*
Texas Ballroom C

5:00 PM - 7:00 PM
OPENING NIGHT - COMPTEL PLUS TRADE EXPO
Longhorn E&F

DAY TWO - Tuesday, March 3, 2009

7:30 AM - 9:00 AM
CEO BREAKFAST
Yellow Rose Ballroom

Keynote Speaker: Ed Black, President and CEO, CCIA

8:00 AM - 5:00 PM
REGISTRATION
Longhorn Marble Foyer

9:00 AM - 6:00 PM
DEALCENTER
Sponsored by: *Charter Business and Pac-West*
Texas Ballroom C

9:00 AM - 6:00 PM
MEMBER LOUNGE
Sponsored by: *VIXXI Solutions*
Grapevine D

9:30 AM - 11:00 AM
BOARD ELECTIONS
Grapevine A

9:00 AM - 1:00 PM
COMPTTEL PLUS TRADE EXPO
Longhorn E&F

TRACK 1

2:00 PM - 2:45 PM

COMPTTEL MARKETING SESSION

Grapevine A

SESSION SPEAKER: Richard Rosen, Author

Author of *Convergence Marketing: Combining Brand And Direct Marketing For Unprecedented Profits* will speak about the complexities of brand and direct marketing.

2:00 PM - 2:45 PM

HOT TOPICS AT THE FCC

Grapevine B

SESSION DESCRIPTION:

This session will include discussion on different topics to include USF Reform, Inter-carrier Compensation, and Forbearance.

MODERATOR: Joe Gillan, Consultant, Gillan Associates

SPEAKERS:

Bill Hunt, Vice President, Managing Corporate Council, Level 3 Communications

Bill Magness, Partner, Casey Gentz and Magness

Genevieve Morelli, Partner, Kelley Drye & Warren LLP

2:00 PM - 2:45 PM

DRIVING DOWN COSTS IN LEGACY & NEXT GENERATION NETWORKS

Grapevine C

SESSION DESCRIPTION:

This panel will discuss technology and techniques carriers are using to reduce network operating costs and increase efficiency.

MODERATOR: Chris Reese, President, Christopher Reese & Associates, LLC

SPEAKERS:

Michael Binder, VP of Engineering, Airband Communications

Chris Carabello, Marketing Director, MetaSwitch

Steve Head, Solutions Architect, HEADNetworks

Todd Lechtenberg, VP, Network Planning, PAETEC

TRACK 2

3:00 PM - 3:45 PM

SERVICE DELIVERY OPTIONS

Grapevine A

SESSION DESCRIPTION:

In the current economic climate driving cost efficiencies in all aspects of service provider functions is critical. This session will discuss how carrier partners can streamline and drive costs out of the order entry, status, and fulfillment process; through IT solutions and process re-engineering. Specific discussion will also include migration projects and how strong partnerships can "share" resources to

As of 2/24/2009 at 10:01 AM

enable cost savings projects that sometimes fall out of scope due to human and time resource constraints.

MODERATOR:

Fedor Smith, President, Atlantic-ACM

SPEAKERS:

Carl True, Business Development Program Director, XO Communications

Patrick Ostiguy, President, Accedian Networks

Ben Vos, Vice President of Wholesale Products, Sprint Nextel

3:00 PM - 3:45 PM

USING INTERCONNECTION AS A STRATEGIC ADVANTAGE - A DUAL LEGAL/BUSINESS PERSPECTIVE

Grapevine B

SESSION DESCRIPTION:

This session will provide state of the art information and guidance to COMPTTEL members on negotiating (or arbitrating) interconnection agreements. Experience shows these can be expensive undertakings with a myriad of issues taking time, attention, and money to resolve. We will attempt to look, from a business perspective, at what the core interconnection agreement issues are that make a bottom line dollars and cents difference to the strategic and operational foundation of the competitive telecom business. Examples to include effective use of loops and transport, and "EELs" for both a general and VoIP deployment strategy.

MODERATOR: Russell Frisby, Partner, Fleischman and Harding

SPEAKERS:

Lawrence Freedman, Member of the Board, WorldNet Telecommunications

Steven Turner, Managing Director, FTI Consulting

3:00 PM - 3:45 PM

CLOUD COMPUTING: IMPACT ON THE TELECOM INDUSTRY

Grapevine C

MODERATOR: Richard Martin, Editor in Chief, VON Magazine

SPEAKERS:

Bob Bye, Executive Vice President, nGenX

K.B. Chandrasekhar, CEO and Chairman, JamCracker

TRACK 3

4:00 PM - 4:45 PM

HOW TO REDUCE CHURN IN A DOWN MARKET

Grapevine A

SESSION DESCRIPTION

In this brief panel discussion, COMPTTEL members will have the opportunity to hear and share ideas on ways to reduce customer churn during challenging economic times with proactive approaches that keep the right customers, identify the "smoking guns" that signal a churn event and that create higher perceived value for your customers and real value for your firm. By refocusing your

organizational resources on techniques that secure the long-term profitable retention of your best customers, you'll keep your head above water during the current economic and competitive storm.

MODERATOR: Chuck Taylor, President, Matrix Telecom, Inc.

SPEAKERS:

Maura Mahoney, Vice President of Marketing & Service Delivery, RCN Metro

Laurinda Pang, Vice President - Customer Experience, Global Crossing

Joe Koppy, CFO, ANI Networks

4:00 PM - 4:45 PM

OPEN INTERNET: DISCRIMINATION, SECURITY & PRIVACY

Grapevine B

MODERATOR: Ed Black, President & CEO, CCIA

SPEAKERS:

Paul Brigner, Executive Director - Internet and Technology Policy, Verizon

John Heitmann, Partner, Kelley Drye Warren LLP

Ed Henigin, CTO, Data Foundry

Staci Pies, Director - Government and Regulatory Affairs, Skype

4:00 PM - 4:45 PM

CONVERGENCE: WINNING WITH WIRELESS IN A WIRED WORLD

Grapevine C

SESSION DESCRIPTION:

Many experts agree that to remain competitive, the wireline industry must evolve to meet consumer demands for mobility. Join this forward-looking panel discussion led by Jim Patterson, President - Sprint Wholesale Services, to learn how wireless and its convergence with the traditional wireline portfolio are critical to this segment's long-term strategy and livelihood.

Panel topics your business can't afford to miss are: key emerging wireless trends and their implications to solutions providers, convergence (what it really means; and its impact to today's traditional wireline/wireless marketplace), opportunities and real-world best practices, insights and lessons from providers that are actively offering wireless along with their wireline solutions today, challenges facing new wireless players and recommendations for deploying, marketing and supporting wireless.

MODERATOR:

Jim Patterson, President of Wholesale Services, Sprint

SPEAKERS

Eliot Feldstein, Vice President and General Manager - Commercial Insurance Sector, DriveCam

Scott Foote, President and CEO, NetWolves

James F. Geiger, President and CEO, Cbeyond Inc.

Mike Roudi, Group Vice President of Wireless Services, Time Warner Cable

Fedor Smith, President, Atlantic-ACM

5:00 PM - 5:15 PM
GENERAL SESSION
Grand Opening Remarks
Grapevine C

Jerry James, CEO, COMPTEL
Sherm Henderson, Chairman of the Board, COMPTEL Board of Directors

5:15 PM - 6:00 PM
KEYNOTE ADDRESS
Grapevine C

KEYNOTE SPEAKER: Larissa Herda, Chairman, President and CEO, tw telecom

6:00 PM - 6:15 PM
BEST-IN-CLASS LONG HAUL WHOLESALERS AWARDS
Grapevine C
Presented by Judy Reed-Smith, CEO, Atlantic-ACM

6:30 PM - 7:30 PM
NEW MEMBER RECEPTION
Grapevine D

DAY THREE - Wednesday, March 4, 2009

8:00 AM - 4:30 PM

REGISTRATION

Longhorn Marble Foyer

7:00 AM - 9:00 AM

BOARD MEETING

Yellow Rose Ballroom

8:30 AM - 4:30 PM

DEALCENTER

Sponsored by: *Charter Business and Pac-West*

Texas Ballroom C

8:30 AM - 4:30 PM

MEMBER LOUNGE

Sponsored by: *VIXXI Solutions*

Grapevine D

TRACK 4

9:00 AM - 9:45 AM

STRATEGIC POLICY INITIATIVES ON THE HORIZON FOR THE CEO

Grapevine A

SESSION DESCRIPTION:

This session addresses the strategic policy initiatives that CEOs are pursuing and why those specific strategies were selected. Given changing technology, acquisitions, regulatory and marketing conditions, competitive telecommunications is becoming increasingly complicated and challenging. Business models are fluid and there is no "one size fits all" model. Increasingly, the future success of companies depends on the strategic directions that these companies choose and their execution by senior management. Learn how their strategy was chosen and updated, why alternative strategies were rejected and the role that strategic direction plays in affirming these companies' industry leadership.

SPEAKER: Andrew Lipman, Partner, Bingham McCutchen LLP

9:00 AM - 9:45 AM

FROM THE PERSPECTIVE OF THE STATE COMMISSIONERS

Grapevine B

MODERATOR: Joe Gillan, Consultant, Gillan Associates

SPEAKERS:

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Honorable Sharon Gillett, Commissioner, Massachusetts Department of Telecommunications and Cable
Honorable Stan Wise, Commissioner, Georgia Public Service Commission

9:00 AM - 9:45 AM

GROWING IMPORTANCE OF MANAGED VALUE-ADDED SERVICES

Grapevine C

SESSION DESCRIPTION:

This panel will look at the requirement of managed and value-added service offerings now that commoditization of traditional services is occurring and establishment of high-speed data services is becoming more prevalent. The panel will also explore evolving customer product and service needs, in that they will begin demanding a full suite of services across wire-line, wireless, and managed services categories. Third, the panel will look at the competitive environment and the impact of new competition from traditional and other non-communications companies (i.e. Microsoft and Dell) on existing players, who will no longer be protected from new and outside entrants. Overall, as the market becomes more commoditized, yet also more robust to support more services, there is more competition fighting for the same profit pool.

MODERATOR: Ed Vilandrie, Director and Co-Founder, Altman Vilandrie & Company

SPEAKERS:

Jeff Blackey, Senior Vice President, Marketing, Broadview Networks
Tony Gomez, Vice President, Global Services Division - Americas, ECI Telecom.
Cliff Young, Founder and Chief Executive Officer, ClearPath Networks
Steve Zimba, Vice President, Marketing, Cbeyond Communications

TRACK 5

10:00 AM - 10:45 AM

DEPLOYING BROADBAND IN RURAL AMERICA

Grapevine A

SESSION DESCRIPTION:

Learn how competitive communications service providers, with only private equity or RUS funding, have demonstrated their commitment to bring broadband services to rural markets under served by the incumbents which have resulted in advanced services and options for consumers and economic benefits to their communities.

MODERATOR

Jerry James, CEO, COMPTEL

SPEAKERS:

John Cinelli, President, Cinergy MetroNet
David Hubbs, CEO, Balsam West Fibernet
Brad Worthington, Executive Vice President, NTS

10:00 AM - 10:45 AM

THE IMPORTANCE OF BUILDING INDUSTRY COALITIONS

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Grapevine B

MODERATOR:

Honorable Charles Pickering

SESSION DESCRIPTION:

This panel, moderated by former Congressman Chip Pickering, will discuss the importance of building industry coalitions to pursue our public policy initiatives.

SPEAKERS:

Susan Berlin, President, NuVox

Robin Casey, Partner, Casey Gentz & Magness, LLP

10:00 AM - 10:45 AM

GROWING BUSINESS SERVICES REVENUE IN A DOWNTURN ECONOMY

Grapevine C

SESSION DESCRIPTION:

Analysts agree Ethernet services will be a bright spot for service providers facing cutbacks in customer spending - the low cost-per-bit attracts enterprises migrating to IP-based communications and high-performance WANs, accelerated by declining travel and increased outsourcing.

This panel session will explore how operators can quickly introduce these services over the networks they already own. A variety of approaches to adapting existing infrastructure to Carrier Ethernet will be explored by a panel of service providers, with emphasis on CapEx efficient, "pay as you grow" strategies that link revenue to spending.

MODERATOR: Scott Sumner, Vice President, Marketing, Accedian Networks

SPEAKERS:

Aqeel Asim, Director, Data Engineering & Operations, RCN Metro Optical Networks

Tim McElligott, Editor-in-Chief, B/OSS - Virgo Publishing

John Scarano, COO, Zayo Group

David Strauss, VP of Marketing, Optimum Lightpath

TRACK 6

11:00 AM - 11:45 AM

FINANCIAL AND INVESTMENT TRENDS

Grapevine A

MODERATOR: Jessica Zufolo, Senior Policy Director, Medley Global Advisors

SPEAKERS:

Gregory Attorri, President and COO, Waller Capital Partners

Ray J. Hernandez, Managing Director, Investment Banking, JANCO Partners, Inc.

Roger Valdovinos, Managing Director, Blue Beacon Capital

11:00 AM - 11:45 AM

SHOULD THE COMMISSION REFORM THE PRICING OF SPECIAL ACCESS SERVICES?

Grapevine B

SESSION DESCRIPTION:

Special access is a multi-billion dollar service which impacts all other telecommunications and information services, as well as virtually all other industries. The Commission initiated a rulemaking proceeding over three years ago to re-visit the pricing rules for special access services, but it has yet to adopt an order in that proceeding. In the meantime, the FCC has given the largest telcos significant de-regulation by granting their forbearance petitions. This panel will explore the need for regulatory reform of the pricing of special access services and the likely consequence of Commission action or inaction in this area.

MODERATOR: Kelsi Reeves, Vice President, Federal Government Relations, tw telecom

SPEAKERS:

Colleen Boothby, Partner, Levine, Blaszak, Block & Boothby, LLP

Charles McKee, Director, Sprint Nextel Corporation

Frank Simone, AVP-Federal Regulatory, AT&T

11:00 AM - 11:45 AM

IPTV: COLLABORATION, VIRTUALIZATION, VIDEO

Grapevine C

SESSION DESCRIPTION

The successful organization is one that takes advantage of market transformations; that catches the market as it turns and takes advantage of the new behaviors, new revenues, and new opportunities. We are living in a time of an unprecedented number of major market transformations taking place at one time -- **collaboration, virtualization, and video** -- and they are strongly intertwined in the deployment and delivery of IPTV. IPTV will have a major impact on your business and network, and education is key. In this session, we will focus on **IPTV**; the solutions and reference architectures that will enable your success. Don't miss out!

MODERATOR:

Robert Boetticher, Director, US Service Provider Systems Engineers, Cisco

SPEAKERS:

Brian Matthews, Chief Marketing Officer, Avail Media

Craig Wallace, Manager, Systems Engineering, Cisco

Bob Schattner, Senior Business Development Manager, Wireline and Emerging Providers, Cisco

12:30 PM - 4:30 PM

Exhibit Hall Open

Longhorn E&F

DAY FOUR - Thursday, March 5, 2009

Regulatory Workshop

Grapevine A

TELECOM POLICY AND REGULATION IN THE OBAMA ERA: HOW TO ADAPT AND THRIVE IN THE NEW ENVIRONMENT

Sponsored by: Davis Wright Tremaine LLP

8:30 AM - 9:30 AM

FROM THE HORSE'S MOUTH: POLICYMAKERS OF THE NEW ADMINISTRATION

Senior government and policy professionals fill you in on what to expect to see in new telecom initiatives from the Obama Administration, the Congress and the FCC

MODERATOR: Jim Smith, Davis Wright Tremaine LLP

SPEAKERS:

Kim Koontz Bayliss, Managing Principal, Dutko Worldwide

Matt Salmon, President, COMPTTEL

9:40 AM - 10:40 AM

CRITICAL ISSUES NOW AND ON THE HORIZON: UPDATE AND OUTLOOK

MODERATOR: K.C. Halm, Davis Wright Tremaine LLP

SPEAKERS:

Timothy J Gates, Senior Vice President, QSI Consulting

Gregory J. Kopta, Davis Wright Tremaine LLP

Lisa Youngers, Vice President, Federal Affairs, XO Communications

10:50 AM - 11:30 AM

HOW TO SURVIVE AND THRIVE IN THE NEW ERA

- Transactional opportunities arising from the new environment and current economy
- How to use the changing regulatory environment to your benefit

MODERATOR: Randy Lowe, Davis Wright Tremaine LLP

Michael McHugh, Partner, WWC Capital Group

Chuck A. Wiebe, Principal, BIA Digital Partners

12:00 PM COMPTTEL PLUS Conference Adjourns