

capacity  
media

# GLOBAL CARRIER AWARDS REVIEW

12.2016

Capacity

Awards partners



capacitymedia.com

**One World.  
One Network.  
One AS Number  
(2914).**

Capacity

**Proud to be named  
Best North American Wholesale Carrier  
– for the third year in a row.**



US and the Americas:  
[us.ntt.net](http://us.ntt.net) | [@NTT\\_America](https://twitter.com/NTT_America)  
Europe, Middle East and Africa:  
[eu.ntt.com](http://eu.ntt.com) | [@NTT\\_Europe](https://twitter.com/NTT_Europe)  
Asia and Oceania:  
[ntt.com](http://ntt.com) | [@NTTCom](https://twitter.com/NTTCom)  
[#globalipnetwork](https://twitter.com/globalipnetwork) [#AS2914](https://twitter.com/AS2914)





# INTRODUCTION

**W**elcome to this year's edition of the Global Carrier Awards review, a nostalgic look back at another tumultuous year in the distinguished history of the wholesale carrier community. Congratulations to all the winners of this year's awards. However, this is not just a look back at past glories, and not just a reminder of what the winners and finalists achieved. It is also a look ahead to the coming year and a reminder of how good your competitors are in this industry – and how much hard work you will have to do to ensure success at the awards next year.

In this review, we profile all of the 2016 winners and take a look in detail at the achievements which helped make them Global Carrier Award champions this year. They are an example to follow for all would-be award winners in 2017. In total 45 awards were collected by the industry's leading luminaries while an industry audience of 397 enjoyed the champagne reception, gala dinner and guest speaker while emptying their pockets for our very deserving charity projects.

Our photo gallery has been expanded this year so you can relive the fun-filled night you experienced in the venue, the spectacular Maison de la Mutualité in Paris on 8 November.

The attendees at the awards donated an impressive £6,501 for the charity we support, Afghan Connection. Our guest speaker was Denise 'Dee' Caffari, MBE. Dee is a British sailor who, in 2006, became the first woman to sail single-handedly and non-stop around the world 'the wrong way' – westward against the prevailing winds and currents. In February 2009, Caffari completed the Vendée Globe race and set a new record to become the first woman to sail solo, non-stop, around the world in both directions. Dee gave a truly inspirational speech about the events which inspired her to complete these amazing feats and some of the hurdles she had to overcome.

I would also like to thank all of our partners, who make the awards a very special event.

Paul Collinson  
Business Group Manager and Publisher  
Capacity Media

#### Management

**CEO**  
Ros Irving  
ros.irving@capacitymedia.com

#### BGM and publisher

Paul Collinson  
paul.collinson@capacitymedia.com

#### Editorial

**Editor**  
Alan Burkitt-Cray  
alan.burkitt@capacitymedia.com  
Skype: alanbg  
Twitter: @alanburkittgray

#### Managing editor

Bill Boyle  
bill.boyle@capacitymedia.com  
Twitter: @williamhboyle

#### News and content editor

Jason McGee-Abe  
jason.mcgee-abe@capacitymedia.com  
Twitter: @jasonMcGeeAbe

#### Senior reporter

James Pearce  
james.pearce@capacitymedia.com  
Twitter: @jamespearce87

#### Sales

**Sales director**  
Gareth Morris  
gareth.morris@capacitymedia.com

#### International sales manager

Michael Broughton  
michael.broughton@capacitymedia.com

#### International sales executive

Charles Newman  
charles.newman@capacitymedia.com

#### Events

**General manager, conferences**  
Rhian Collinson  
rhian.collinson@capacitymedia.com

#### ITW event director

Ross Webster  
ross.webster@capacitymedia.com

#### Production

**Production and research coordinator**  
Natalie Bolger  
natalie.bolger@capacitymedia.com

#### Design

**Freelance designer**  
Gavin Brightman  
gavin.brightman@capacitymedia.com

#### Accounts

**Administrative assistant**  
Chantelle Spicer  
chantelle.spicer@capacitymedia.com

#### Subscription enquiries

**Customer services**  
customerservices@euromoneyplc.com  
tel +44 20 7779 8610  
fax +44 20 7779 8602

#### Printer

Stephens and George, UK

#### Directors

John Botts (Chairman), Andrew Rashbass (CEO), Sir Patrick Sergeant, The Viscount Rothermere, Colin Jones, David Pritchard, Andrew Ballingal, Tristan Hillgarth, Paul Zwillenberg

#### How to contact Capacity

Capacity magazine is published by Telcap, a division of Euromoney Global Limited  
TelCap, 8 Bourverie Street  
London EC4Y 8AX, UK  
tel +44 20 7779 7227 (switchboard)  
fax +44 20 7779 7228  
www.capacitymedia.com

Capacity (ISSN 1471-762X) is published six times a year by TelCap. Annual subscription €250, £210, \$340. © TelCap, 2017. All rights reserved. No part of this publication may be reproduced, stored or introduced into any retrieval system, or transmitted in any form or by any means, electronic, manual, photocopying, recording or otherwise, without the prior written permission of the copyright owners.

Although Telcap has made every effort to ensure the accuracy of this publication, neither it nor any contributor can accept any legal responsibility whatsoever for consequences that may arise from errors or omissions or any opinions or advice given.

# DEMOGRAPHICS



**397**  
ATTENDEES

**40** COUNTRIES  
REPRESENTED

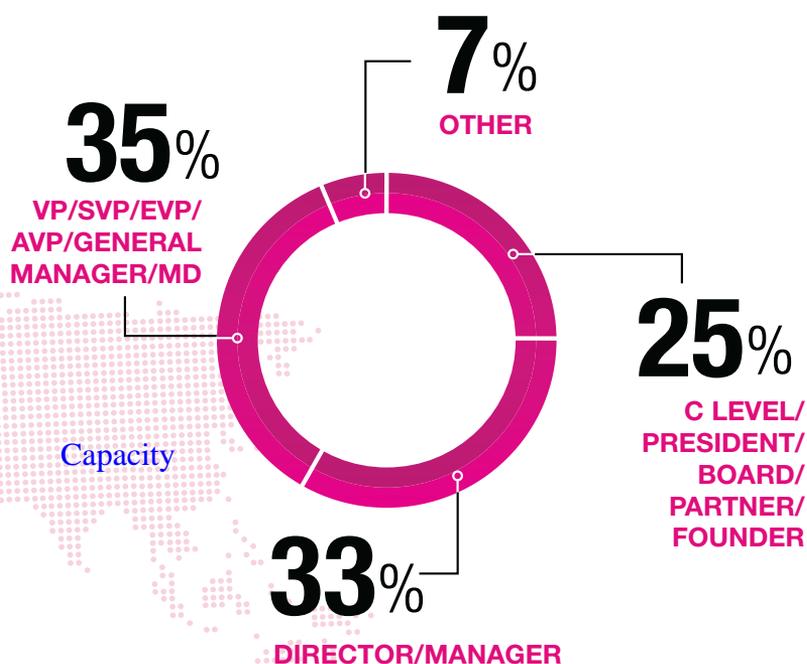
**106** COMPANIES  
REPRESENTED



NUMBER OF  
SUBMISSIONS **340**



## AUDIENCE



**45** AWARDS  
GIVEN OUT



# WINNERS

**WINNER OF:** Best North American Wholesale Carrier, Best Marketing Team

**NTT Communications** won the Best North American Wholesale Carrier award. Based on the latest Dyn wholesale rankings this company is ranked as one of the leading wholesale IP providers in North America, offering greater 100G global connectivity options than most other providers in the region. The company also won Best Marketing Team award. Living under the well-known premise “think globally, act locally”, its marketing team has created remarkable customer experience and strengthened industry relationships globally.

## ON THE NIGHT

“This award further strengthens our commitment to delivering the most innovative solutions for our customers and expanding the connectivity options available.”

Michael Wheeler, EVP, Global IP network, NTT Communications

Capacity



**Michael Wheeler,**  
EVP Global IP network,  
**NTT Communications**



**Fernando Constantino,**  
Director GIN marketing,  
**NTT Communications**



Capacity

# Guest speaker

Dee Caffari, MBE

The first woman in the world to sail non-stop around the world three times.

# JUDGES



## Bill Boyle

Bill is an experienced hi-tech and telecoms journalist who has written for and edited some of the industry's top titles such as Computer Weekly, Computing, PC Week, Computer Reseller News, VNU Newswire and others. He is also a television and radio broadcaster with over 40 years combined experience. Bill is managing editor of Capacity and Global Telecoms Business.



## Alan Burkitt-Gray

Alan Burkitt-Gray has been editor of Global Telecoms Business since December 2000, and editor of Capacity magazine since August 2015, as part of a unified editorial team for the industry's two leading titles. With a degree in physics and electronic engineering from the University of Leeds (UK), Alan has been a business and technology journalist for 40 years, writing for publications covering telecoms, broadcasting, IT and electronics, as well as working with radio and TV programmes and contributing to a number of books. In 1992 he set up a monthly magazine, Cable & Satellite Communications International, which he edited for three years. He then spent five years as editor of Government Computing magazine, before being recruited by Global Telecoms Business.



## Mike Conradi

Mike is one of the lead telecoms partners at DLA Piper LLP, the largest law firm in the world. His focus is on giving both commercial and regulatory advice to clients in the communications and technology sectors. His interest in the sector dates back to 1998-9 when he was placed on secondment to OFTEL, then the UK telecoms regulator. Mike is the editor of the Communications Law Handbook published by Bloomsbury Professional and a guest lecturer on UK telecoms law to the telecoms law LLM programme at University College, London.



## Laureen Cook

Laureen is with the IFC (World Bank), as Principal TMT Advisor, in the global telecommunications, media and technology investment sector. Prior to joining the IFC, Laureen was with Alcatel-Lucent, as Vice President 4G/LTE Strategy. As an industry veteran with more than 25 years of telecoms experience, she has held Executive and BOD roles with some of world's leading operators. She holds an MSc in Telecommunications Engineering from Rochester Institute of Technology, and an MBA from Long Island University in New York.



## Bob Fletcher

Former VP sales at Renesys, Bob directed the sales of the Renesys Internet Intelligence products for eleven years. He has extensive experience optimising and steering beta products through the design win, reference customer, first \$1 million in revenue, positive cash-flow, market leadership and corporate exit stages, building effective sales teams and structure distribution channels to outpace the competition. Bob is currently collaborating with Boston-based angel investors with interests in Deep Learning, Approximate Computing, Influence Marketing and Next Generation Data Centers. He graduated from Nottingham University (UK) with a BSc. in Electrical and Electronic Engineering.



## Catherine Haslam

Catherine is a member of Ovum's Wholesale Telecoms team that research, analyse, forecast and advise clients on developments and strategies in the wholesale market across the globe. She analyses market trends and wholesale suppliers' strategies, tactics and competitive differentiators as they address traditional and emerging customers. Catherine has worked in the telecoms industry for over 12 years and joined Ovum following a period as a freelance analyst and journalist.



## Mark Hil

Mark Hil is product manager of Capacity Intelligence, a brand new division of Capacity Media providing business intelligence to the carrier community. He has over four years of research and analysis experience covering not only wholesale telecoms but other industries including pharmaceuticals, metals and mining and retail banking.



## Rich Karpinski

Principal analyst Rich is the leader of Yankee Group's Mobile Marketing and Commerce strategies and is also responsible for North American mobile operator coverage. In these roles, he focusses heavily on mobile operator business models, service delivery strategies and the overall dynamics of the mobile ecosystem. Before joining Yankee Group, Rich was editor-in-chief of Connected Planet (formerly Telephony), where he led staff in covering the service provider market.



## Karin Kollenz-Quétard

Karin develops and delivers executive management development programs with a focus on strategy and innovation. She is adjunct professor at Aix-Marseille Graduate School of Management. Before founding TelcoSeminar, an executive learning organisation focussing on the telecommunication and high-tech industries, she acquired international experience in strategy consulting (BCG, ADL) and the telecommunication industry. She holds a PhD in Economics from Vienna University of Economics and Business (Austria), a bilingual MBA from Telfer School of Management, Ottawa University (Canada) and a Master in International Economic and Business Studies, University of Innsbruck (Austria).



## Tony Lavender

Tony is CEO of Plum Consulting. He has more than 30 years of experience in radio and telecommunications. He has worked on a wide range of communications policy, telecoms regulation and radio spectrum issues. His clients include UK Government, equipment vendors, network operators and regulators. Tony is a member of the steering board of the UK Spectrum Policy Forum. He was also a member of the UK Government's Expert Panel, which reported in November 2015 on incorporating social value into spectrum allocation decisions. Tony Lavender is a Chartered Engineer and a Member of the UK Institute of Engineering and Technology (IET) and holds a BSc Eng. (Electrical and Electronic Engineering) from the University of London.



## Guy Matthews

Guy is an experienced business journalist who has been writing for Capacity magazine for over six years, during which time he has built up an excellent knowledge of the wholesale telecoms industry.

Capacity



**Jason McGee-Abe**

Jason is Capacity's news and content editor. He joined the team in February 2016 and helps oversee and manage the news agenda for the magazine, website and newsletters at Capacity Conferences. Prior to joining Capacity, Jason spent six years reporting in the process excellence, business, technology, trade finance, public policy and property sectors. After attaining a degree in Politics from Newcastle University, he started his career working in the office of a frontbench MP in the UK Parliament.



**Etienne Piciocchi**

Etienne is an independent adviser with 18 years of experience in strategy and corporate finance consulting in the Telecom, Media and Technology sector (TMT). He is an affiliate of Hot Telecom, Xona Partners, Hardiman Telecommunications, and Value Partners, and started his career at PricewaterhouseCoopers. Etienne has helped corporations and private equity firms make difficult decisions related to investments, growth, reengineering, and business transformation. He is also a Screening Committee Member for the London HBS Alumni Angels Association. Along with his MBA, CFA, and MSc Eng qualifications, Etienne is also qualified in project and programme management.



**Daniel Preiskel**

Daniel is a co-founder of Preiskel & Co and has over 20 years' experience working in the telecoms sector, advising across the industry and globe. He has been ranked for over 15 years in major independent research guides as one of the world's leading communications lawyers. He is recognised for his commercial and regulatory work in the UK and overseas. Recent work includes negotiating with communications regulators in various EU jurisdictions on behalf of companies in the mobile ecosystem. He has been advising MNOs from the Middle East and Japan on MVNOs and a number of other issues, as well as advising a range of MVNOs/MVNAs and sub-MVNOs in other jurisdictions.



**Julian Rawle**

Julian is principal at Julian Rawle Consulting and is well-known throughout the submarine fibre-optic industry for his insightful market analysis and independent viewpoint. He has worked in emerging and developed international markets for more than 20 years with blue-chip companies. Julian has led projects for clients from all segments of the submarine fibre-optic industry and continues to publish his research on submarine fibre-optic markets around the world.



**Dr. Judy Reed-Smith**

Judy is the founder of ATLANTIC-ACM, a leading research consultancy serving the telecoms and information industries. A recognised thought leader in competitive strategy and positioning, she has been published hundreds of times in technology and telecoms industry media, and is in high demand on the speaking circuit for her expertise in a wide range of strategic matters. Judy established the popular Report Card series and awards, based on customer feedback on US retail wireline and wireless, as well as metro, long haul, and global wholesale spaces. She also served on the board of the Association for Communications Enterprises (ASCENT).



**Carl Roberts**

Carl has worked in the international information and communications technology industry for over 30 years. He previously served as Group Vice President of Verizon's International Carrier and Wholesale Division. At Capacity's Global Carrier Awards 2015, Carl received the first ever Lifetime Achievement Award "in recognition of his remarkable career in wholesale and his contribution to the development and education of the industry." Currently, Carl provides management and strategic advice to the C-Suite and Boards of Directors of a number of ICT companies worldwide. His primary advisory roles focus on long-term profitable growth initiatives, M&A transactions and championing innovation through the rapid adoption and implementation of disruptive, game-changing strategies in IOT and Big Data analytics. Carl holds a Masters Degree in Languages and Politics from Oxford Brookes University (UK).



**Sue Rudd**

Sue is responsible for forecasting broadband network capacity, opex, capex and service profitability for fixed and mobile service providers as prices, features and service bundles change and as broadband traffic explodes. She has consulted to multiple wireless operators and regulated incumbent US telcos on business and regulatory cases. Prior to joining Strategy Analytics, Sue worked for Comverse Technologies developing business cases for converged fixed and mobile IP services, mobile Multimedia Messaging, IP Centrex services and VoIP over 3G.



**Michelle Senecal de Fonseca**

Michelle has developed a career of more than 25 years in international telecommunications and technology by managing large-scale corporations and small entrepreneurial startups. Currently, Michelle is a non-executive Director of the FDM Group. Previously, she was the Director of Cloud & Hosting Services, a global line of business for Vodafone Group Enterprise. Michelle holds a dual degree in Business and Political Science from the University of Kansas and Masters in Business from Thunderbird School of Global Management in Phoenix, Arizona where she also serves on the school's Global Council.



**Dr. Sergey Shavkunov**

Sergey joined J'son & Partners Consulting as Executive Director in April 2013. His responsibilities include management of consultancy in telecoms, IT and media. Previously, Sergey took several leading positions in strategic marketing and international market analysis at TransTeleCom since 2001. He has written several studies on the Russian market for fibre-optic communications. Sergey received a P.h.D degree from the Institute of General Physics of Russian Academy of Science in 1989.



**Fedor Smith**

Fedor is the President and Managing Partner of ATLANTIC-ACM. Fedor specialises in operations analysis, customer feedback research, and market sizing. He manages proprietary projects ranging from competitive benchmarking to customer satisfaction for major telecommunications providers. Prior to joining ATLANTIC-ACM, he worked at Alloy Media and Marketing in New York City, Eureka Broadband, and Putnam Investments. Fedor graduated from Hamilton College with a degree in history and economics.

Capacity

# GALLERY



Capacity





Capacity



# GALLERY





Capacity



# GALLERY



# GALLERY



Capacity





Capacity