



# totaltelecom+

BUSINESS ANALYSIS FOR TELECOMS PROFESSIONALS DECEMBER 2015



# THE WINNERS & FINALISTS



Hello Wembley! What better way to recognise outstanding achievement in the global telecoms sector than by presenting the 2015 World Communication Awards at London's iconic stadium? While the venue is usually associated with sporting prowess, it has also played host to numerous big names in rock over the years, which makes it the ideal location to laud the successes of the star performers in the telecoms industry, from the lead vocalists in the board room to all the supporting acts throughout the organisation.

While the winners in each category will be the ones breaking out the bubbly, I would urge all the finalists to celebrate too; writing an awards entry that makes it past our esteemed panel of judges—meet them on p.4—is no mean feat and you should all be very proud of yourselves. I would like to extend my sincere thanks to the judges, ably chaired by Plum Consulting CEO Tony Lavender. Their independence, experience and hard work make the World Communication Awards the gold standard in this industry. Taking home a WCA trophy really does mean something. And a big thank you to all our partners and sponsors—read more about them on p.6—without whom the event would not be possible.

Congratulations to the 2015 finalists and award winners, who are detailed in the following pages. The line-up for this event gets stronger every year and we look forward to seeing the industry's headliners and breakthrough acts at the 2016 World Communication Awards.

📍 Mary Lennighan  
Editor, Total Telecom

“ I urge all WCA finalists to celebrate; you should all be very proud of yourselves

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**TONY LAVENDER**

**PARTNER & CEO**

**PLUM CONSULTING**

Tony is the chair of judges for the World Communication Awards. He has extensive expertise in telecoms strategy, technology and regulation. Tony has advised many telecoms organisations on a variety of business and regulatory issues and particularly on industry transformation arising from convergence.

**MARY LENNIGHAN**

**EDITOR**

**TOTAL TELECOM**

Mary manages Total Telecom's editorial portfolio, including daily news service [www.totaltele.com](http://www.totaltele.com), trends-led publication Total Telecom+, and the annual Global 100 report. She has 15 years' experience in the telecoms sector and has written on a variety of topics, with a particular focus on operator strategy.

**MICHAEL BARTHOLOMEW**

**PRESIDENT**

**BARTHOLOMEW ADVISORS**

Michael heads up a government and public affairs consultancy providing counsel on Internet, media and telecoms legislation. His clients include major Internet players and disruptive technology firms. He has extensive experience in the sector, with previous roles including serving as a director of ETNO.

**MATT HATTON**

**FOUNDER & CEO**

**MACHINA RESEARCH**

Matt is a widely respected wireless industry expert with more than 15 years' experience at the cutting edge of telecoms research. Matt's current focus at Machina Research is squarely on the emerging opportunity for the Internet of Things (IoT) and machine-to-machine (M2M) communication.

**ADITYA KISHORE**

**PRINCIPAL ANALYST**

**DIAMETRIC ANALYSIS**

Aditya's research focuses on the evolving requirements for the telecom, media and technology (TMT) sector, exploring new strategic initiatives necessitated by the growing impact of OTT providers using the Internet as a distribution platform. He advises media and telecom companies around the world.

**AUDREY MANDELA**

**DIRECTOR**

**MANDELA ASSOCIATES**

Audrey runs Mandela Associates, which provides market research and consulting services in the telecom, Internet and geographical information sectors. She also works with Women in Telcoms and Technology (WiiT), the Locus Association and Informilio. Audrey was co-founder of Multimap, which was acquired by Microsoft.

**ROBERT MILLINGTON****PRINCIPAL****CONSTANCE PW**

Robert has over 20 years' experience analysing and investing in the telecommunications industry on a European and a global basis with BZW, Credit Suisse and Government of Singapore Investment Management. He also headed up European telecoms research at Grupo Santander.

**DAVID MOLONY****PRINCIPAL ANALYST****OVUM**

David specialises in enterprise telecoms, focusing on global managed services and evolution of network services in ICT. He has more than 20 years' experience in telecoms business journalism, having previously served as editor in chief of Total Telecom and editor of CommunicationsWeek International.

**ANNETTE NABAVI****FOUNDER****ANCHUSA CONSULTING**

Annette has a broad range of public and private board experience and currently holds a number of directorships. She serves on the boards of Maintel Holdings, the National Media Museum, and Women in Telecoms and Technology (WITT). Annette is also a partner with AHV Associates.

**JON NEVILLE****FOUNDER****VOILEX**

John runs consultancy company Voilex, which specialises in network solutions, particularly in network design and provision, IP telephony, unified communications, virtualisation and cloud computing. He is also a senior consultant for Sytel Reply. Previous companies include Steria, Empirix and IDC.

**ISABELLE PARADIS****PRESIDENT****HOT TELECOM**

Isabelle has worked for 20 years in the telecoms industry. Her experience ranges from international wholesale to business strategy, marketing and product management, as well as extensive research and consulting experience. She is president of Hot Telecom, a global telecoms consulting company.

**WILLIAM PRIEST****CONSULTANT****INDEPENDENT**

William Priest has over 20 years' experience in IT and telecoms, and has held senior positions with many global service providers and consulting firms, including Verizon, Orange Business Services, Macquarie Telecom and EY. He is chairman of a wireless broadband SME and is helping a number of high-tech start-ups.

**ROLAND DA SILVA****STRATEGY ADVISOR****INDEPENDENT**

Roland is an independent advisor in the technology, telecoms and media space. He defines and executes strategies to help clients across a range of industries expand corporate footprints through organic and M&A growth, turn around under-performing business units, and create top and bottom-line benefit.

**MARLENE SELLEBRATEN****EDITOR IN CHIEF****MOBILBUSINESS**

Marlene is an experienced technology business journalist and analyst. She serves as editor in chief of Swedish online news and analysis publication Mobilbusiness, and as chief analyst at Mobile Institute, a research house in the Nordics focusing exclusively on all things mobile.

**JANET WATKIN****CEO****OCEAN82**

A customer experience expert, Janet runs Ocean82, a consultancy dedicated to helping business service providers win, keep and nurture their customers. Janet formerly served as a senior marketing manager for BT Global Services. She is also chair of judges for Total Telecom's Asia Communication Awards.

**WINNER**

# **NTT COMMUNICATIONS**

Network upgrades, organic growth and a series of acquisitions all helped NTT Com pick up the Best Wholesale Operator prize. During the entry period the operator expanded its global IP network in North America, entered into new partnerships in Europe and Asia, and increased the capacity and reach of its submarine cables. Recent strategic acquisitions include US data centre provider Raging Wire, German data centre operator e-shelter, collaboration service provider Arkadin in France, and US carrier Virtela. By increasing its global presence through its diversified portfolio of companies, NTT Com is creating new opportunities to promote, sell and upgrade its services.

NTT Com's entry included evidence of many new customer wins, and the judges were impressed by the solid testimonials it provided from a range of highly satisfied customers. NTT Com is "a global wholesale leader with strong customer endorsements," one of the judging panel said, while another described the operator as "innovative and forward-looking."

“NTT Com is a global wholesale leader with strong customer endorsements”

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## **FINALISTS**

- IDT**
- INTERROUTE**
- LIQUID TELECOM**
- PCCW GLOBAL**
- TATA COMMUNICATIONS**
- TELIASONERA INTERNATIONAL CARRIER**