

# WIRELESS BROADBAND

week 2008



SAVE UP TO \$55,799  
Register 4 delegates  
& only pay for 3 by 11 April  
\*see back page for details

Driving subscriber uptake and revenue growth of wireless broadband access through innovative, field-tested strategies

Main Conference **27-28 May 2008**

Post-Conference Workshops **29 May 2008**

Grand Copthorne Waterfront, Singapore

The most comprehensive wireless broadband conference in Asia loaded with case studies from operators who are reaping the rewards of their profitable wireless broadband strategies.

- ♣ Hear from operators from Australia, Hong Kong, Indonesia and Malaysia share their **lessons learned from deployment strategies** and future plans about **capturing wireless broadband market share**
- ♣ Get a reality check for your wireless broadband plans with rare industry insights to **balance the commercial and technical capabilities** of the various wireless broadband technologies
- ♣ **Chart out your profitability** by assessing wireless broadband's impact on your existing network investments
- ♣ Take advantage of this industry gathering to **positively influence the ultimate customer experience** through more realistic product roadmaps, timelines, roaming and device capabilities.

## PLUS 3 Separately Bookable Interactive Workshops

Stimulate your planning skills as you roll out strategic ROI savvy products and services!

- A Setting Up a WiMAX Network: Preventing Failure Through Stringent Management
- B Leveraging Wireless as an Alternative to Wired Broadband in the Corporate Market
- C Establishing a Strategic Approach to Predicting the Success of Market Offerings

### Distinguished Speaker Panel

Garth Freeman, *Technical Director*  
**BUZZ BROADBAND**

Prof. Ferrie Hu, *Director of South East Asia Business Development*  
**WIMAX FORUM**

Jason Ashton, *CEO*  
**BIGAIR**

Mothilal De Silva, *Group COO*  
**DIALOG**

Ted Hsuing, *Head of Business Development*  
**PCCW**

Christopher Billic, *VP Overseas Business Development*  
**INFINITA INC.**

Dipankar Dasgupta  
**Nokia Siemens Networks**

Stefan Sporri, *Senior Strategy and Planning Manager*  
**SUNRISE COMMUNICATIONS**

Dr Stanley Chia, *Senior Director*  
**Vodafone Group R&D**

Raul VE Ocampo Jr, *CTO*  
**HAPPY COMMUNICATIONS**

Charles Henshaw, *Director & CEO*  
**CHINA MOBILE PEOPLES TELEPHONE CO.**

Guntur Siboro, *Marketing Director*  
**PT INDOSAT**

Rosenany Mohd. Salleh, *Asst. GM Technology and Innovation*  
**TELEKOM MALAYSIA**

Kelvin Wong, *Head Network Operations*  
**AIRZED**

Marko Fojkar, *Senior Sales Manager*  
**GLOBTEL**

Produced by



Gold Sponsor



Associate Sponsor



T: +65 6722 9388 F: +65 6720 3804 E: enquiry@iqpc.com.sg W: www.iqpc.com/sg/wirelessbroadband

## Finally uncover the potential of your wireless broadband offering!

When Wireless Broadband was introduced 5 years ago it heralded the beginning of new opportunities for operators. Those new opportunities are about to go mainstream.

### Are you offering the best services for your customers?

Wireless broadband is seen as the solution to arrest declining voice and SMS revenues. It is imperative that you have clear solutions to:

- what your market demands,
- how you can grow ARPU,
- what services will generate biggest ROI,
- which proactive strategies you should be employing to reduce your competitors efforts.

At **Wireless Broadband Week 2008** regional operators will reveal how you can also experience strong growth, carve out new market niches, generate higher returns and uncover untargeted opportunities.

The 15 expert speakers will provide detailed coverage of their market winning solutions. Their wide range of experiences and perspectives will deliver to-the-point best practice presentations to help you motivate your internal teams.

Network with your peers over two conference days as you focus all your energy on boosting your wireless broadband services.

**Wireless Broadband Week 2008** offers excellent value for money as it brings together experts that will equip you with the skills you need to overcome your wireless broadband difficulties.

When you return to the office your teams will be motivated, your subscribers will thank you and your organisation will benefit.

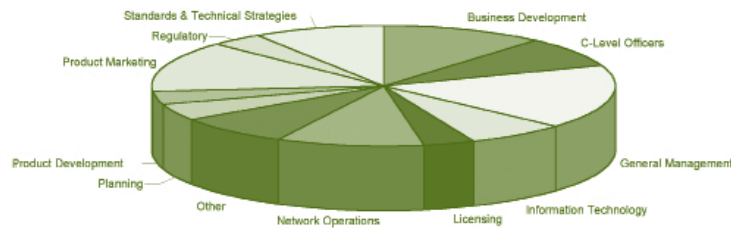
I look forward to seeing you in Singapore.



Darryl Hunt  
Conference Director  
Telecom IQ

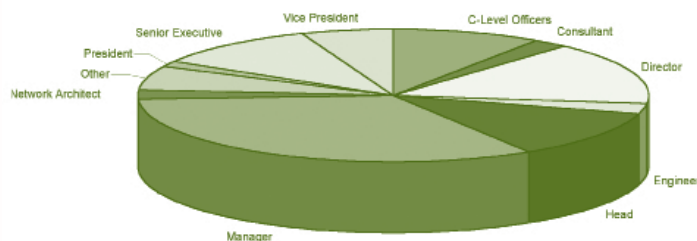
## Who will you meet at Wireless Broadband 2008?

### Job Function



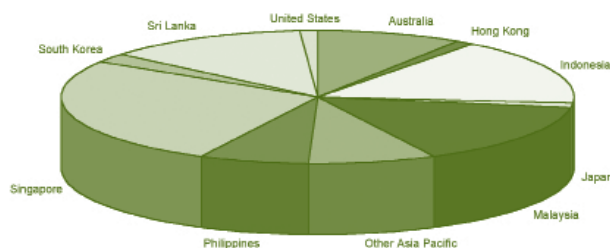
Business Development	11%
C-Level Officers	8%
General Management	17%
Information Technology	7%
Licensing	3%
Network Operations	10%
Other	8%
Planning	5%
Product Development	3%
Product Marketing	14%
Regulatory	3%
Standards & Technical Strategies	9%

### Seniority



C-Level Officers	9%
Consultant	2%
Director	15%
Engineer	2%
Head	12%
Manager	33%
Network Architect	2%
Other	6%
President	1%
Senior Executive	11%
Vice President	6%

### Geographic



Australia	9%
Hong Kong	1%
Indonesia	16%
Japan	1%
Malaysia	15%
Other Asia Pacific	8%
Philippines	7%
Singapore	26%
South Korea	2%
Sri Lanka	13%
United States	1%



*From this event, I got myself introduced with 3G and HSDPA techniques implemented by other operators*

**GRAMEEN PHONE**



0830 Registration &amp; Morning Coffee Break

0900 Chairman's Welcome Address

**Lessons learned from the first commercial WiMAX network in Australia**

Case Study

Keynote

In the face of unstable telephony systems in regional Queensland, Buzz Broadband launched Australia's first commercial WiMAX network. The all-IP infrastructure was intended to not only bypass the speed and coverage limitations of the incumbent's broadband network, but also free them from the constraints of that network.

By investing in wireless broadband Buzz has transformed the Internet landscape throughout the region and provided quality of service and data throughput previously unheard of.

Garth shares the strategy, the sleepless nights and the highs of launching the service to much fanfare and explosive growth. He also shares the pitfalls and let-downs of being the first to launch a WiMAX service.

Discover the tactics employed as his service metamorphosed into a successful venture providing high-speed, high quality wireless broadband access to an ever expanding client base.

**Garth Freeman, Technical Director**  
**BUZZ BROADBAND**

**Strategies to capitalise on fixed wireless reliability in the corporate market**

Case Study

As a Licensed Telecommunications Carrier, BigAir is expanding its network using carrier-grade high-speed wireless equipment across Sydney, and other Australian capital cities. BigAir offers a range of communication solutions including high-speed symmetric broadband from 2Mb to 100Mb, Layer 2 and VPN services, hosting and co-location of servers in secure data centre environment, and more recently, business-grade Voice over IP (VoIP) services.

By targeting the unreliability of cable broadband and addressing the demands of corporate clients BigAir has delivered QoS that the incumbent has been unable to. This reliability led to increased loyalty and massive growth; in 2006, BigAir was recognized by Deloitte Technology Fast 50 as the fourth fastest growing company in Australia. In 2007, BigAir experienced triple-digit growth which is predicted again for 2008.

In this presentation, understand the rationale of targeting corporate clients and the advantages of wireless over wired broadband.

**Jason Ashton, CEO**  
**BIGAIR**

1045 Coffee &amp; Networking Break

1115 **Dipankar Dasgupta, NOKIA SIEMENS NETWORKS****Accurately projecting the size of the market – A strategic approach to wireless product success**

Case Study

Identifying the right kind of applications and services is a daunting task faced by any operator:

- What are the killer applications?
- How can the operator monetize the investments already committed?

This presentation will shed some light on the market potential of wireless services and present a framework to create an understanding of projecting the market for these services. This leads to realistic estimates of the size of the market leading to implementing wireless strategies without adopting the traditional shotgun method.

By the end of the presentation you will be able to understand that a carefully balanced multi-pronged approach to service introduction will create a healthy, balanced outcome paying equal attention to Retention, ARPU, Market Share and Profitability.

**Mothilal De Silva, Group COO**  
**IALOG**

1245 Networking Lunch

1400

Case Study

**Delivering customer value through wireless broadband**

PCCW's NETVIGATOR Everywhere, is a unique wireless broadband solution which automatically selects the best connection available between Wi-Fi, HSPA and 3G.

Over the past 5 years the company has undergone a transformation from simply providing access to delivering content, applications and transaction services.

Using PCCW as a case study, Ted discusses the use of multiple fixed and wireless platforms to enable "quadruple play" services to the market, its impact on ARPU and increased customer value.

**Ted Hsiung, Head of Business Development**  
**PCCW INTERNATIONAL PROJECTS**

1445

**Lessons from Japan: How operators and vendors create compelling wireless broadband services in an advanced market**

With 4 in 5 people using the mobile web, close to 80% of them on 3G devices and downlink speeds reaching 7.2 mbit/sec, Japan is the prime example of the ubiquitous broadband society.

Appreciate which services and applications, operators and content providers have launched to leverage the infrastructure, which business models are successful and which trends in mobile consumer behavior shape adoption.

**Christopher Billich, VP Overseas Business Development**  
**INFINITA INC.**

1530

Coffee and Networking Break

1600

Case Study

**Sunrise Pico-BTS and Femtocell projects: The key to improving mobile indoor coverage and capacity for business and residential customers**

One of the failings of wireless broadband is the weakness of signal strength when confronted with civil and environmental obstructions. It is essential therefore to maintain a strong signal to ensure faster throughput and reduce user frustration due to latency and signal loss issues.

The use of Femto- or Picocells are the most effective way to eliminate latency and signal loss. Resolving these technology shortcomings guarantees subscriber satisfaction and locks them into your product.

Stefan outlines the results of Sunrise' recent Femtocell trials  
**Stefan Spoerri, Senior Strategy and Planning Manager**  
**SUNRISE**

1645

**Leveraging Open Innovation And Inherent Characteristics Of Wireless Broadband To Drive Business Differentiation**

Wireless Broadband is a share medium with unique characteristics, namely mobility, capability of providing near ubiquitous coverage, location information and unique mobile user behaviour. These characteristics not only fundamentally differentiate between fixed and wireless accesses but also between fixed wireless access and mobile broadband. By combining the capability of QoS management as well as the inherent characteristics of the mobile network, there are new opportunities for providing a platform for open innovations.

From this presentation recognise technologies and applications that are bound to drive subscriber growth, and by default revenue. Discover strategies including increasing the coverage footprint, backhaul, open platform, and flexible revenue models which are some key elements to enabling service providers which confront increasing competition and embrace total telecommunications.

**Dr Stanley Chia, Senior Director**  
**VODAFONE GROUP R&D**

1730

End of Day One Presentations and Chairman's Summary

“Congratulations IQPC on an informative and successful conference. IQPC is assisting in building a regional group focused on debating the issues and trends associated with wireless broadband”  
**CIO AUSTAR**

0830 Registration &amp; Morning Coffee Break

0900 Chairman's Recap of Day One

0915 **WiMAX update from the WiMAX Forum**

It is virtually impossible to ignore the huge amount of news being generated by WiMAX. With testing facilities online and 802.16e about to enter the market there is no doubt that WiMAX is very exciting. Still it is sometimes difficult to sift through all the breaking stories to stay on top of exactly what's happening.

Get an involved breakdown from the WiMAX Forum about developments in this arena. Update yourself about the technology developments, their uses and how these will affect penetration and uptake of wireless broadband devices and their influence on markets.

**Prof. Ferrie Hu, Director of South East Asia Business Development Marketing**  
**WIMAX FORUM**

1000 **Leveraging wireless broadband to create economic opportunities in under-served areas**

Case Study

Whether you live in a developing or developed country wired telecoms infrastructure in rural and regional areas is expensive and difficult to implement and maintain. Lower population concentrations reduce the ROI capabilities of these areas and making it more difficult for the operator to invest in these centres. Wireless broadband enjoys a far quicker and easier implementation cycle. As a result it is reaching populations in smaller centres more affordably than traditional wired services.

Understand Happy Communication's rationale of offering wireless broadband to expanding their subscriber base in communities that have been bypassed by wired telephony.

**Raul VE Ocampo Jr, CTO**  
**HAPPY COMMUNICATIONS**

1045 Coffee &amp; Networking Break

1115 **Panel Discussion**

Panel Discussion

**Which wireless broadband applications?**

Competition between operators (whatever their technology) has created a culture amongst subscribers where they expect more and more for less and less. Delivering these expectations has resulted in less revenue and lower profits. Failure to deliver results in reduced loyalty and greater churn.

The most obvious question is how operators can use their technology to deliver better value to their subscribers. Rather than adopting a scatter approach these operators have focused their attention on customer expectations to deliver increased retention and customer acquisition while maintaining higher ARPU, margins and profits.

This panel discussion gives you the opportunity to brainstorm opportunities that will succeed in your home market.

**Garth Freeman, BUZZ BROADBAND**  
**Jason Ashton, BIG AIR**  
**Ted Hsuing, PCCW INTERNATIONAL PROJECTS**  
**Stefan Spoerri, SUNRISE**

1215 **Successfully delivering Triple-Play over wireless**

Requiring lower investment than competing services AIR is an advanced triple play service which reduces customer acquisition cost and generates immediate revenue streams.

This case study will reveal the results of implementations under different economic parameters in Central Europe, and Middle Asia.

**Marko Fojkar, Senior Sales Manager**  
**GLOBTEL**

1245 Networking Lunch

1400 **Recognizing the opportunities and overcoming the challenges of wireless broadband services in Indonesia**

Case Study

Most operators face the challenges of servicing a very large population of low ARPU subscribers. For PT Indosat, it is very important to have a strategy in place that delivers value to the consumer while also being viable. The operator needs to have a strong understanding of the consumer's attitudes to the services available and how this stands to benefit them.

Guntur outlines the methodology followed by PT Indosat to analyse mass market expectations and the strategy to satisfy these expectation.

Primary questions include the relevance of wireless broadband to the population and how to encourage uptake of devices and technology. The answers resulted in the successful launch of StarOne and 3.5G broadband and their effect on ARPU, churn rates, customer retention and acquisition.

**Guntur Siboro, Marketing Director**  
**PT INDOSAT**

1445

**Competition from everywhere!**

The race to provide broadband services is truly underway. New technologies from mobile operators are challenging the incumbent fixed line Telcos by providing high speed data services at high QoS. Competition for these services is amongst the Telcos themselves and from the mobile sector.

Does the subscriber really care who provides the high speed service? Cutting the cord is an advantageous option for many but will mobile operators break into the dominance of existing high speed data services? Will the day come when households become completely wireless and where does that leave the Telco and their infrastructure investment.

Or will Telcos always stay one step ahead of the wireless world in terms of speed, quality and reliability? Where does cost fit in?

**Charles Henshaw, Director & CEO**  
**CHINA MOBILE PEOPLES TELEPHONE CO.**

1530

Coffee and Networking Break

1600

Case Study

**How the maturation of 3G will make it the future income generator**

In the 5 years since its deployment, 3G in Malaysia is only now starting to live up to its promise. Service availability was originally driven by government regulation and did not realise subscriber growth projections. Several 'killer apps' were effective non-starters as the technology was not taken up due to equipment shortages and high prices.

As technology matures Telcos are starting to reap the fruits of their labor as device prices become more affordable. In turn this leads to greater content delivery, such as music, and video downloads.

With HSPA evolutions in the pipeline, Telcos can now target higher revenue streams and strategize wireless broadband as a future income generator, especially in urban areas.

This presentation addresses how TM has launched a wide range of services focusing on security/surveillance, education, health and interactive games to support the take up of broadband.

**Rosenany Mohd. Salleh, Asst. GM Technology & Innovation**  
**TELEKOM MALAYSIA**

1645

Case Study

**Using partnerships to expand WiMAX availability in Malaysia**

New entrants in the wireless broadband market have the advantage of not following the traditional monolithic networks of incumbents. As a result they can add unique value to all members of the value chain. By developing the infrastructure and partnering with telcos, carriers and traditional ISPs Airzed contributes to their bottom line and helps them generate incremental revenue.

These partnerships extend to property owners, businesses and entrepreneurs to encourage participation in the wireless broadband revolution with minimal effort and investment.

Learn the strategy and process involved in expanding the network in partnership and how this has resulted in greater usage and revenue.

**Kelvin Wong, Head Network Operations**  
**AIRZED**

1730

Chairman's Closing Remarks and End of Conference  
See you at WBW 2009!

## 0830-1130 Workshop A: SETTING UP A WIMAX NETWORK: PREVENTING FAILURE THROUGH STRINGENT MANAGEMENT

Establishing a wireless broadband network from scratch can be fraught with difficulties and failed expectations. For operators with an established network the same challenges are faced when the network expands.

Your workshop leader has gone through the sleepless nights and endless frustrations of implementing a wireless network that was untried and untested and un-standardised. Despite numerous setbacks and failed promises his network is delivering wireless broadband services. The services offered are more reliable, throughput higher and support more responsive than the incumbent provider.

### In this workshop discover

- Mitigating the risks of being the first mover
- Clearly specifying service expectations prior to implementation
- Determining test and success criteria
- Establishing strategies to roll-out high uptake services
- Group discussion: How exactly should the operator ensure the vendor is capable of delivering on your expectations
- Workshop activity: Creating your own plans to roll out new products

### Workshop leader

**Garth Freeman, Technical Director**

**BUZZ BROADBAND**

## 1145-1445 Workshop B: LEVERAGING WIRELESS AS AN ALTERNATIVE TO WIRED BROADBAND IN THE CORPORATE MARKET

Fixed wireless broadband services are an attractive alternative to cable as they are less expensive and easier to implement. Unlike cable wireless is more stable with virtually zero fluctuation.

Focusing on fixed wireless broadband has allowed Big Air to deliver unprecedented levels of reliability thus fulfilling a major need of the corporate segment of the market. This has created greater revenue opportunities through enforceable SLAs and more responsive recovery.

### In this workshop discover

- Strategies to engage the corporate market
- Provisioning of service options including broadband from 2Mb to 100Mb, Layer 2 and VPN services, hosting and co-location of servers in secure data centre environment, and business-grade Voice over IP (VoIP) services
- Expansion and infrastructure planning
- Group discussion: How to fend off the incumbent



### Workshop leader

**Jason Ashton**  
**CEO**  
**BIGAIR**

## 1500-1800 Workshop C: ESTABLISHING A STRATEGIC APPROACH TO PREDICTING THE SUCCESS OF MARKET OFFERINGS

Fully maximizing the investment in core network technology should not be dependent on hit & miss approaches. Some operators see IMS as a means of rolling out thousands of services, applications and content, and letting the fittest survive in uncharted waters. A more strategic approach needs to be focused on recognizing the market potential of a particular product. This will result in lower development costs, higher success rates and better investment employment.

This workshop will present a framework to create understanding on projecting the market for IMS services, estimate the size of the market and most importantly to design IMS strategies. This is an essential input needed to make the investment decision in a precise manner to mitigate risks, reduce uncertainties and to drive the business in a new direction creating stickier services.

### In this workshop discover

- Understanding a four pronged IMS strategy in service introduction to easily map the traditional product / market (P/M) matrix
- Direction for strategic development
- Adopting multiple strategies in order to achieve different commercial benefits with out pulling in one direction
- Workshop activity: Developing, critiquing and analyzing strategies for product roll out



**Workshop leader**  
**Mothilal De Silva**  
**Group COO**  
**DIALOG**



## 8 great reasons why you shouldn't miss Wireless Broadband Week 2008

1. **This is not a tech-fest!** This conference focuses on solutions and business opportunities, regardless of what technology you use
2. Be inspired by presentations from across the domain of technologies (3GPP, WiMAX, WCDMA, EVDO, iBurst) as operators share how wireless broadband has driven revenue growth
3. Cherry pick winning applications and market segments to achieve highest ROI
4. Evaluate the risks of competitive technologies and produce strategies to mitigate their impact
5. Understand how developments in wireless broadband technology are evolving the communications industry and how you can stay ahead of the game
6. Sound out ideas and strategies with operators from across the region, no matter what their technology, to get the most out of your infrastructure
7. 3 interactive workshops which allow you get to grips with identifying opportunities, capitalizing on the strengths of your offering and managing the establishment of your services
8. Accelerate organizational change to capitalise on the explosion of data services that wireless broadband will spawn

### SPONSORSHIP & EXHIBITION OPPORTUNITIES

Operators that attend Wireless Broadband Week want to hear from you! Their investment and roll-out strategy depends on the solutions you can offer.

Do you have solutions and services that can:

- attract new subscribers,
- create new, profitable revenue streams,
- reduce subscriber defection?

If you would like to meet key decision makers from the region's operators, then you must be part of Asia's most complete wireless broadband event.

This is your best opportunity to profile yourself in front of leading operators and decision makers.

For further information contact us at [sponsorship@iqpc.com.sg](mailto:sponsorship@iqpc.com.sg) or call +65 6722 9388

### Gold Sponsor



**Nokia Siemens Networks** is a leading global enabler of communications services. The company provides a complete, well-balanced product portfolio of mobile and fixed network infrastructure solutions and addresses the growing demand for services with 20,000 service professionals worldwide. The combined pro-forma revenues of €17.1bn in fiscal year 2006 make Nokia Siemens Networks one of the largest telecommunications infrastructure companies. Nokia Siemens Networks has operations in 150 countries and is headquartered in Espoo, Finland. It combines Nokia's Networks Business Group and the carrier related businesses of Siemens Communications.  
[www.nokiasiemensnetworks.com](http://www.nokiasiemensnetworks.com)

### Associate Sponsor



**GLOBTEL** is a privately held EU-based company with 13 years of experience in telecommunications and RF. Its focus is on research, development and production of advanced wireless communication solutions, already successfully implemented in energetic, security and telecommunication sectors. All experience gathers in GLOBTEL's core business, a wireless triple-play solution, called AIR.  
<http://www.air-tv.net>

# WIRELESS BROADBAND

week 2008



**Main Conference**  
27-28 May 2008  
Grand Copthorne  
Waterfront, Singapore

**Post-Conference  
Workshops**  
29 May 2008

Uncover the reality of what your technology can deliver

## REGISTRATION FORM

My registration code is: D 13373 PDFW

Please complete in BLOCK CAPITALS as information is used to produce delegate badges.  
Please photocopy for multiple bookings.

Please do not remove this label even if it is not addressed to you.

- I am registering a group of 4 people for the regular price of 3 and paying no later than **11 April 2008** to be entitled to this special promotion.
- I am registering and paying no later than **11 April 2008** to enjoy a special 'Early Bird' discount of **S\$350 off the regular price.**
- I am a past delegate and registering and paying no later than **11 April 2008** to enjoy a special 'Early Bird' discount of **S\$450 off the regular price.**

### CONFERENCE PACKAGES

Telecom Operator (S\$)  
Regular Price

Vendor/ Solution Provider (S\$)  
Regular Price

CONFERENCE PACKAGES	Telecom Operator (S\$) Regular Price	Vendor/ Solution Provider (S\$) Regular Price
<input type="checkbox"/> <b>Diamond Package</b> (Conference + 3 Workshops)	5,799	6,399
<input type="checkbox"/> <b>Gold Package</b> (Conference + 2 Workshops)	4,799	5,399
<input type="checkbox"/> <b>Silver Package</b> (Conference + 1 Workshop)	3,799	4,399
<input type="checkbox"/> Conference Only	2,799	3,399

Please select your workshop (s)  A  B  C 1,099 each (Workshop) 1,099 each (Workshop)

#### Workshops

- A: Setting up a WiMAX network: Preventing failure through stringent management
- B: Leveraging wireless as an alternative to wired broadband in the corporate market
- C: Establishing a strategic approach to predicting the success of market offerings

- \* Discounts DO NOT apply to workshop(s)-only bookings
- \* Prices include lunches, refreshments & conference materials.
- \* Discounts are not valid if payment is received after 'Early Bird' date.
- \* Discounts not applicable for Vendors/ Solution Provider.
- \* Singapore companies are subject to prevailing GST.
- \* A late administration fee of \$200 will be imposed on registrations made after 9 May 2008.
- \* Discounts cannot be combined.

## DELEGATE DETAILS

Please photocopy for additional delegates and/or delegate with different addresses

Salutation Mr  Mrs  Ms  Dr  Other

Name

Email  Telephone

Job Title  Department

Organization  Nature of business

Address

Country

Postcode  Fax

Dept. Head  Title

Name of person completing form if different from delegate

No. of employees: 1-19  20-49  50-99  100-199  200-499  500-999  1,000

Please indicate if you have already registered by Phone  Fax  Email  Web

Signature  Date

I agree to IQPC's payment terms & cancellation policy

Please note: If you have not received an acknowledgement before the conference, please call us to confirm your booking.

## PAYMENT METHODS

**By Cheque/Bank Draft:** Made payable to **IQPC Worldwide Pte Ltd**

**By Direct Transfer:** Please quote invoice number(s) with remittance advice

IQPC Bank details:

Account Name: **IQPC Worldwide Pte Ltd**

Bank Number: **7232** Account No: **147-048128-001** Swift Code: **HSBCSGSG**

**The Hong Kong and Shanghai Banking Corporation, 21 Collyer Quay, #08-01 HSBC Building, Singapore 049320**

All bank charges to be borne by payer. Please ensure that IQPC receives the full invoiced amount.

**By Credit Card:**

Please debit my credit card:  Visa  MasterCard  American Express

Card No

Expiry date

Cardholder's name  Signature

Card billing address (if different from Co. address)

Country  Postcode

## 5 WAYS TO REGISTER

- Online** www.iqpc.com.sg/wirelessbroadband
- Email** enquiry@iqpc.com.sg
- Phone** (65) 6722 9388
- Fax** (65) 6720 3804
- Post** IQPC Worldwide Pte Ltd  
61 Robinson Road  
#14-01 Robinson Centre  
Singapore 068893

## TEAM DISCOUNTS

IQPC recognises the value of learning in teams. Group bookings at the same time from the same company receive discount:

- 3 or more 7%
- 5 or more 10%
- 8 or more 15%

This offer is exclusive of the early bird discount. Call us for a special discount rate for teams of 10 and above (Not applicable to workshop(s) only bookings).

## VENUE & ACCOMMODATION

**Grand Copthorne Waterfront, Singapore**  
392 Havelock Road, Singapore 169663

Tel: **(+65) 6733 0880**

Fax: **(+65) 6737 0880**

Email: **enquiry@grandcopthorne.com.sg**

Hotel accommodation and travel costs are not included in the registration fee. A reduced corporate room rate has been arranged at Grand Copthorne Waterfront, Singapore for attendees at this conference. To take advantage of this special rate, please process the hotel room reservation form provided upon confirmation of your attendance.

## CONFERENCE DOCUMENTATION AND AUDIO CDs

- I am registering as a delegate, please send me an extra set of Conference Documentation with Audio CD with a S\$100 discount: S\$549.
- I cannot attend the event, please send me the Conference Documentation and Audio CD at S\$649.
- I cannot attend the event, please send me the Conference Documentation only at S\$549.

(N.B. Advance orders will determine whether or not this conference will be recorded – Please enclose payment with your order.)

Any custom duties & taxes imposed on the shipment of order/s shall be borne by the recipient.

**PAYMENT TERMS:** Payment is due in full at the time of registration. Full payment is mandatory for event attendance.

**CANCELLATION & SUBSTITUTIONS:** You may substitute delegates at any time. IQPC does not provide refunds for cancellations. For cancellations received in writing more than seven (7) days prior to the conference you will receive a 100% credit to be used at another IQPC conference for up to one year from the date of issuance. For cancellations received seven (7) days or less prior to an event (including day 7), no credits will be issued. In the event that IQPC cancels an event, delegate payments at the date of cancellation will be credited to a future IQPC event. This credit will be available for up to one year from the date of issuance. In the event that IQPC postpones an event, delegate payments at the postponement date will be credited towards the rescheduled date. If the delegate is unable to attend the rescheduled event, the delegate will receive a 100% credit representing payments made towards a future IQPC event. This credit will be available for up to one year from the date of issuance. No refunds will be available for cancellations or postponements.

IQPC is not responsible for any loss or damage as a result of a substitution, alteration or cancellation/postponement of an event. IQPC shall assume no liability whatsoever in the event this conference is cancelled, rescheduled or postponed due to a fortuitous event, Act of God, unforeseen occurrence or any other event that renders performance of this conference impracticable or impossible. For purposes of this clause, a fortuitous event shall include, but not be limited to: war, fire, labor strike, extreme weather or other emergency.

**PROGRAM CHANGE POLICY:** Please note that speakers and topics were confirmed at the time of publishing; however, circumstances beyond the control of the organizers may necessitate substitutions, alterations or cancellations of the speakers and/or topics. As such, IQPC reserves the right to alter or modify the advertised speakers and/or topics if necessary. Any substitutions or alterations will be updated on our web page as soon as possible.

**YOUR DETAILS:** Please email our Database Manager at enquiry@iqpc.com.sg and inform them of any incorrect details which will be amended accordingly.

**DATA PROTECTION:** Personal data is gathered in accordance with the Data Protection Act 1984. Your data may be passed to other companies who wish to communicate with you offers related to your business activities. If you do not wish to receive these offers, please tick the box below.

Please do not pass my information to any third party.

IQPC WORLDWIDE PTE. LTD.

Company Registration No: 199702288Z

Copyright© 2008 IQPC Worldwide Pte. Ltd. All rights reserved. This brochure may not be copied, photocopied, reproduced, translated, or converted to any electronic or machine-readable form in whole or in part without prior written approval of IQPC Worldwide Pte. Ltd