

**“It’s All About  
SMART Networking”**

**11<sup>TH</sup> Edition Dubai**

**SUMMIT  
TELECOM Review  
LEADERS' SUMMIT**

December 10, 2018  
The Meydan Hotel, Dubai

**“Building the  
SMART Future”**

**2<sup>nd</sup> Edition Dubai**

 **Smart Cities  
world forums**  
[www.smartcitiesworldforums.com](http://www.smartcitiesworldforums.com)

December 11, 2018  
The Meydan Hotel, Dubai

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2018**

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The Know-How Network

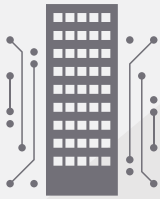
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RIPE NETWORK COORDINATION CENTRE

[www.telecomreview.com/summit](http://www.telecomreview.com/summit)

# 01



## **This year, it's all about Smart Networking and Smart Cities!**

At the 11<sup>th</sup> edition of Telecom Review Summit, Telecom Review and Smart Cities World Forum are glad to announce that two big events will take place under one roof. Day 1 will feature It's All about Smart Networking event focusing on the industry's main trends such as 5G, cybersecurity, data traffic and digitalization. On Day 2, the Smart Cities World Forums will highlight smart cities' KPIs, standards and challenges. Two platforms will give the participants more exposure for two consecutive days and an opportunity not to be missed as it touches the digital and smart world.

# 02



## **EXPECTED 600+ ATTENDEES**

The 2018 Telecom Review Leaders' Summit is targeting 600+ attendees from all corners of the globe in the converging telecoms and IT industries. The event will gather telecom equipment vendors, telecom operators, industry regulators, government officials, content providers, cybersecurity experts, consultants and smart city innovators. Internet of things (IoT) will be a leading topic of discussion at the conference, along with discussions on 5G and the challenges facing regulation, as well as smart city presentations, talks on cybersecurity and data management.

# 03



## **TELECOM REVIEW SUMMIT – REACHING NEW HEIGHTS**

2018 marks a significant new chapter for the annual Telecom Review Leaders' Summit in Dubai. This year the conference reaches new heights. Due to the growing success of the Summit, and upon requests from our partners, this year it will be extended to cover two days instead of one. This extension will allow exhibitors in the demo more time to showcase their innovative solutions with industry leaders and experts from around the globe, and enjoy everything the Summit has to offer, including in-depth panel discussions and networking opportunities.

# Testimonials



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We're very proud to be partners for the Telecom Review Leaders' Summit which provides us with an opportunity to bring to the platform our experience and our knowledge which can be shared with other cities, governments and the private sector

**H.E. Dr. Aisha Bin Bishr**  
*Director general, Smart Dubai*



”

A platform like the Telecom Review Leaders' Summit on a yearly basis is very important, because of its ability to attract the right leaders, put them in the same place and trigger the beginning of conversations that will continue afterwards between peers and groups on multiple subjects

**Osman Sultan, CEO**  
*Emirates Integrated telecommunications Company*



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It's great being at the Telecom Review Leaders' Summit because there are very few gatherings where you get the right level of representation. If someone was to ask me in a few words about the beauty of the event then it would be the networking aspect of the Summit in the context of relevant networking

**Dr. Ibrahim Gedeon**  
*Chief technology officer, TELUS*



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Telecom Review does something very important. It brings together governments, consultants, service providers, cloud providers and vendors all around the common table, each delving into quite critical opinions to find an important vision for today and tomorrow. So in that regard, each year I come to the Telecom Review Leaders' Summit, I find it to be intellectually motivating

**Marc Halbfinger**  
*CEO, PCCW Global*



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Telecom Review Summit came at the right time because telcos are facing now different challenges in terms of digitalization. This conference brought together different people who were able to elaborate and discuss some hot topics concerning our telecom environment

**Tarig Rahmatalla**  
*CEO, Expresso Telecom Group*



”

5G is conversation with no barriers. Governments, carriers, industry players and OTTs have to talk with each other. That is the value of an event like this: to bring all of these industry ecosystem actors together to start networking and have a collaborative open-minded conversation through panels and meetings which will get 5G to a new era of leadership

**Mohamed Madkour**  
*Vice-President, Global Wireless Networks Marketing, Huawei*



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Like every year, the audience and topics here are amazing and the panels we saw here were exciting, especially the panel about the future of telcos. We are at a crossroads with the future of our industry, and it's really interesting to hear from the different experts and panelists about their views on how we're going and where we're going in the region and around the world

**Marwan Hayek**  
*Chairman and CEO, Alfa*



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I was part of a very interesting government leaders' panel with perspectives from different regions. Technology is important, but we also talked a lot about culture and providing people in government with empowerment. People tend to speak very openly at the Telecom Review Summit and aren't afraid to discuss real challenges facing the industry

**Ghazi Atallah**  
*CEO, NXN*

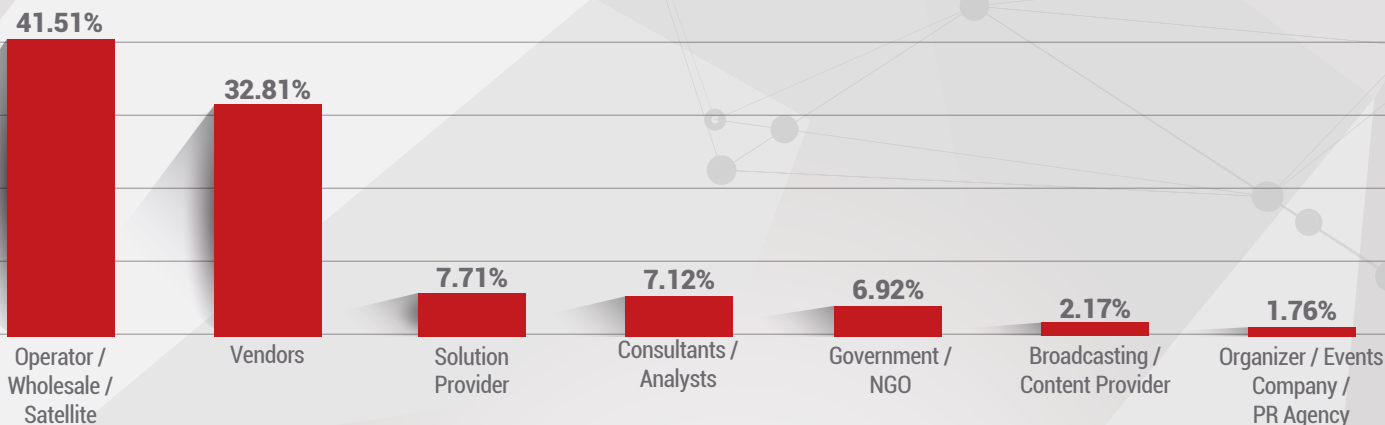


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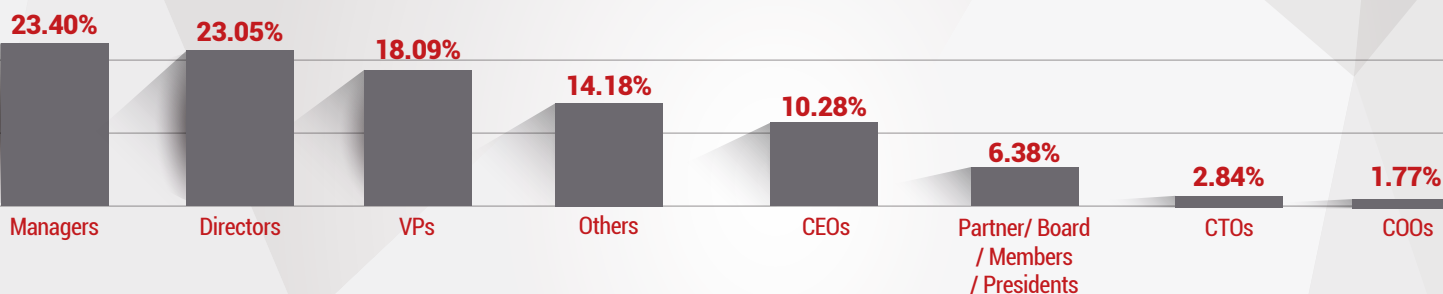
It's a great opportunity to meet customers from the MENA region, hear their needs and see how we can support them. I was part of the telecom leaders' panel in which we discussed the move to high speed broadband with FTTH, mobile connectivity services and data monetization

**Guillaume Boudin**  
*CEO, Sofrecom*

# Statistics 2017



## Operator job title breakdown



Canada, China, Egypt, Germany, France, Hong Kong, India, Japan, Jordan, KSA, Kuwait, Italy, Ireland, Lebanon, Mexico, Morocco, Oman, Pakistan, Switzerland, Sweden, Singapore, Poland, Republic of Korea, Russia, Sudan, Thailand, Turkey, Tunisia, UAE, USA, UK

**30+**  
Participating Countries



**600+**  
Attendees



### Operator / Wholesale / Satellite **18**

Alfa, APTelecom, du, China Mobile Research Institute, Etisalat, Espresso Telecom Group Ltd., Hutchison Global Communications, Maroc Telecoms, Integrated Telecom Co. Ltd., OGERO Telecom, Orange, PCCW Global, STC - Saudi Telecom Company, Tata Communication, Thuraya, Vodafone, Umniah, Zain Jordan

### Vendors **12**

Accenture, Commscope Soln's. Int'l. Inc., Ericsson, Fujitsu Ltd., Huawei MKT, Huawei Technologies, IBM, Kathrein, Mavenir, Nokia, Qualcomm, Redknee

### Government / NGO **17**

1776, Abu Dhabi Investment Authority, Arab ICT Organization, Ministry of Communication and Information Technology Egypt, Communications and Information Technology Commission KSA, Dubai Silicon Oasis Authority, GSI - Global Sustainability Initiative, International Telecommunication Union (ITU), Internet Society, King Abdul Aziz University KSA, Ministry of

Communications and Information Technology of Saudi Arabia, RIPE NCC, Smart Dubai Office, The Telecommunication Technology Committee (TTC), TRA UAE

### Broadcasting & Content Providers **04**

CNBC, Eurisko, StarzPlay, TASC Outsourcing

### Solution Providers **21**

Actel Group, Apro LLC, APTelecom, Dark Matter, Grappa Systems, IPT Powertech, KPI Soft, LalaWorld, M800 Limited, McAfee, Micity, Microsoft Gulf FZ LLC, NEC Corporation, Neo Mobile Commerce Company, Sig Fox, Sterlite, Telus Communications, TodaCorp Chain, Orange Business Services, Krypton Security, VirtuStream MENA

### Consultants **10**

95 Consult ME, Detecon Consulting, Goetzpartners, Heidrick, NexNet Solutions, NXN, PWC, Requs Capital, Sofrecom Middle East, Software Design Consulting Group

### Datacenter **01**

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# Last year's Sponsors

## Diamond Sponsor



## Strategic Partner



## Official Telecom Partner



## Digital Innovation Partner



## Smart Partner



## Platinum Sponsors



## Gold Sponsors



## Silver Sponsors



**Diamond Sponsorship****(exclusive to one sponsor) US \$80,000**

- Logo displayed on the event's printing & digital materials
- Editorial feature in the Summit special supplement: up to 4 pages
- OBC: outside back cover advertisement
- Co-branded with Telecom Review lanyards
- First speaking slot of 15 minutes
- 1 panelist in each of the Smart City Stream panels (3)
- 6 roll-up banners
- 20 complimentary registration passes for the Summit
- 20 complimentary invitations to the Gala Dinner

**Strategic Partner****(exclusive to one sponsor) US \$70,000**

- Logo displayed on the event's printing and digital material
- Editorial feature in the Summit special supplement: up to 3 pages
- Double page advertisement
- Speaking slot for 15 minutes
- Panelist option (2)
- 4 roll-up banners
- Distribution of gift items such as pens, agenda, etc.
- 10 complimentary registration passes for the Summit
- 10 complimentary invitations to the Gala Dinner

**Smart Partner****(exclusive to one sponsor) US \$52,000**

- Logo displayed on the event's printing & digital material
- Editorial feature in the Summit special supplement: up to 2 pages
- Double page advertisement
- 4 roll-up banners
- 9 complimentary registration passes for the Summit
- 9 complimentary invitations to the Gala Dinner
- Panelist option (1)

**Gold Sponsorship****US \$24,000**

- Logo displayed on the event's printing and digital material
- Editorial feature in the Summit special supplement (1 page)
- Full page color (FPC) advertisement
- 2 roll-up banners
- 5 complimentary registration passes for the Summit
- 5 complimentary invitations to the Gala Dinner

**Coffee Breaks & Lunch Break Sponsorship****(exclusive to one sponsor) US \$7,000**

- 1 roll-up banner display
- Flags on each table

**Official Telecom Partner SOLD****(exclusive to one sponsor) US \$70,000**

- Logo displayed on the event's printing and digital material
- Editorial feature in the Summit special supplement: up to 3 pages
- Double page advertisement OR IFCS
- Speaking slot for 15 minutes
- Panelist option (2)
- 5 roll-up banners
- Distribution of gift items such as pens, agenda, etc.
- 15 complimentary registration passes for the Summit
- 15 complimentary invitations to the Gala Dinner

**Digital Partner****(exclusive to one sponsor) US \$70,000**

- Logo displayed on the event's printing and digital material
- Editorial feature in the Summit special supplement: up to 3 pages
- Double page advertisement
- Daily E-news banner of the two day summit
- Speaking slot for 10 minutes
- Panelist option (2)
- 4 roll-up banners
- Distribution of gift items such as pens, agenda, etc.
- 10 complimentary registration passes for the Summit
- 10 complimentary invitations to the Gala Dinner

**Platinum Sponsorship****(up to eight sponsors) US \$40,000**

- Logo displayed on the event's printing and digital material
- Editorial feature in the Summit special supplement: up to 2 pages
- Double page advertisement
- Panelist option (1)
- 3 roll-up banners
- 8 complimentary registration passes for the Summit
- 8 complimentary invitations to the Gala Dinner

**Silver Sponsorship****US \$12,000**

- Logo displayed on the event's printing and digital material
- Editorial feature in the Summit special supplement (1 page) OR full page advertisement
- 1 roll-up banner
- 3 complimentary registration passes for the Summit
- 3 complimentary invitations to the Gala Dinner

**Bag Sponsorship****(exclusive to one sponsor) US \$7,000**

- Co-branded with Telecom Review registration bags

**Registered participants can access both days summit****Terms & Conditions:**

- **Financial conditions:** 50% upon signature and 50% by October 1st, 2018. The prices are subject to 5% VAT.
- This event is by invitation ONLY - Organizers have the right to ban access to anyone
- Early Bird entrance fee is US \$1,500 (before 1st of October 2018), Regular fee \$2,000
- Group rate (over 5 attendees) is negotiable
- Sponsors passes are only entitled for own staff use (unless approved by the organizers)
- A 50% discount applies when booking both events.

**\*RATES ARE SUBJECT TO VAT**

Demo Area



This year, the Summit will witness the inclusion of an exclusive 'proof of concept' area outside the main conference arenas.

**Book Your Preferred Location NOW!**



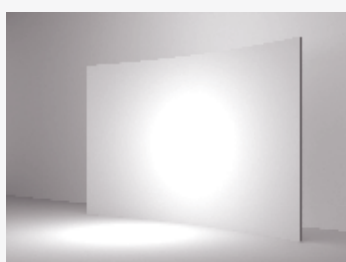
The area will be a visionary addition to the event, allowing technology and innovation leaders of the ICT industry to demonstrate their ideas towards growth, value and the future.

**Invest in Your Best Business Decision in the Industry!**



Spaces are limited **BOOK NOW** for your idea to be seen by leaders of the industry, at the only event of its kind in the region/UAE.

**Space and Shell Stand for Sponsors Only (Rates for 2 days)**



Space	Prices
12sqm	\$8500
18sqm	\$12000

**Space Only**

Be creative. Appoint your own contractor and customize your stand design to differentiate your booth from others.



Space	Prices
12sqm	\$10000
18sqm	\$15000

**Space + Shell Stand**

Comes complete with a basic stand structure, 2 chairs, a table, carpet, fluorescent lighting and fascia board with your company's name.



# Summit 2017







Connect with the best  
in the ICT industry!  
**DON'T MISS OUT!**

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