

Mark H. Goldberg & Associates Inc. and NBI/Michael Sone Associates Inc.

INVITE YOU TO ATTEND THIS SPECIAL GATHERING OF  
CANADA'S TELECOMMUNICATIONS LEADERSHIP

# THE 2004 CANADIAN TELECOM SUMMIT

Creating new services of the future

June 16 and 17, 2004 • Metro Toronto Convention Centre

[www.gstconferences.com](http://www.gstconferences.com)

## KEYNOTE SPEAKERS

<b>Eve Aretakis</b> President, Siemens Network Convergence	<b>John A. MacDonald</b> President and COO, Allstream
<b>John Chambers</b> President and CEO, Cisco Systems	<b>Nadir Mohamed</b> President and CEO, Rogers Wireless
<b>Charles Dalfen</b> Chair, Canadian Radio-television and Telecommunications Commission	<b>Bill Owens</b> President and CEO, Nortel Networks
<b>Darren Entwistle</b> President and CEO, TELUS	<b>Hubert de Pesquidoux</b> COO, Alcatel North America
<b>Mark Henderson</b> President and CEO, Ericsson Canada	<b>Michael Sabia</b> President and CEO, BCE
<b>Bill Linton</b> CEO, Sprint Canada	<b>Sheridan Scott</b> Commissioner of Competition Canadian Competition Bureau

## HEAR ABOUT LESSONS LEARNED AND FUTURE TRENDS FROM INDUSTRY LEADERS

<b>Ed Antecol</b> Telecom industry lawyer	<b>Lawson Hunter</b> BCE
<b>Lis Angus</b> Angus TeleManagement Group	<b>Mike Kologinski</b> Allstream
<b>Mirko Bibic</b> Bell Canada	<b>Alek Krstajic</b> Bell Canada
<b>Michael Binder</b> Industry Canada	<b>John MacDonald</b> Hydro One Telecom
<b>David Bowden</b> Sprint Canada	<b>Duncan McEwan</b> Sprint Canada
<b>Jean Brazeau</b> Sprint Canada	<b>Ian Miles</b> Toronto Hydro Telecom
<b>Richard Cantin</b> Microsoft Canada	<b>Greg Mumford</b> Nortel Networks
<b>Sam Chernak</b> Comcast Canada	<b>Joe Natale</b> TELUS
<b>Ted Chislett</b> Primus Canada	<b>John Papadakis</b> Avaya Global Services
<b>Bernard A. Courtois</b> Information Technology Association of Canada	<b>Bo Parker</b> PricewaterhouseCoopers
<b>Isabelle Courville</b> Bell Canada	<b>Chris Peirce</b> Allstream
<b>Andrew Day</b> Primus Canada	<b>Bill St. Arnaud</b> CANARIE
<b>Ken Engelhart</b> Rogers Communications	<b>Heather Tulk</b> Aliant
<b>Harminder Gill</b> 360networks	<b>Janet Yale</b> TELUS

**VoIP: Going mainstream • Can VoIP be regulated? Should it be regulated? • Mobility and wireless service direction • Next generation network evolution • Competing in the 21st century  
Battling for customers' business • Competitive differentiators in a broadband world**

## THE 2004 CANADIAN TELECOM SUMMIT

Don't miss this **opportunity** to be with your customers, suppliers, colleagues and competitors. **Join** them at this **special forum** on June 16 and 17, 2004. Hear from **Canada's** top **telecom leadership** including senior executives from all of the leading carriers and equipment manufacturers. **Network** at the breaks and the cocktail reception. **Meet** with **CRTC** Commissioners, top industry executives, entrepreneurs, analysts, newsmakers and **policy makers**.

**THE 2004 CANADIAN TELECOM SUMMIT** reviews where we have been as an industry, to **understand** the ups and downs, to **forecast** where we are heading. Attendance is a **must** for financial analysts, investors and telecom industry professionals, whether corporate, carrier or manufacturer.

## NETWORK WITH CANADA'S TELECOMMUNICATIONS LEADERS

**WEDNESDAY and THURSDAY, JUNE 16 and 17, 2004**

**Metro Toronto Convention Centre, North Building, 255 Front St. W, Toronto**

**SUPPORTED BY: Alcatel Canada • Allstream • Avaya Global Services • Bell Canada • CATA • Ericsson Canada Group Telecom • ITAC • KPMG • Microsoft • Network World • Nortel Networks • PricewaterhouseCoopers Primus Canada • Rogers Wireless • Siemens • Sprint Canada • Telus • Toronto Hydro Telecom**

# THE 2004 CANADIAN TELECOM SUMMIT

Wednesday, June 16, 2004

**7:30 Registration opens**  
**Continental breakfast**  
Sponsored by Avaya Global Services

**8:30 Opening remarks**  
**Mark Goldberg**  
President, Mark H. Goldberg & Associates Inc.

## **KEYNOTE ADDRESS**

**8:45 Charles Dalfen**  
Chair, Canadian Radio-television and  
Telecommunications Commission

## **KEYNOTE ADDRESS**

**9:15 COMPETITION LAW AND TELECOMMUNICATIONS**  
**Sheridan Scott**  
Commissioner of Competition  
Canadian Competition Bureau

## **KEYNOTE ADDRESS**

**10:00 Bill Linton**  
CEO, Sprint Canada

**10:30 Coffee break**  
Sponsored by Sprint Canada

## **Round table discussion**

**11:00 LEGAL/REGULATORY**  
• When to forbear from regulation?  
• Promoting competition or promoting competitors?  
• Facilities-based model for competition  
• VoIP regulatory framework

**Moderator: Ed Antecol**  
Telecom industry lawyer

**Mirko Bibic**  
Chief, Regulatory Affairs, Bell Canada

**Jean Brazeau**  
Senior Vice-President, Regulatory and  
Strategic Partnerships, Sprint Canada

**Janet Yale**  
Executive Vice-President, Government and  
Regulatory Affairs, TELUS

**Ken Engelhart**  
Vice-President, Regulatory, Rogers Communications

**Chris Peirce**  
Senior Vice-President, Regulatory and  
Government Affairs, Allstream

## **KEYNOTE ADDRESS**

**12:15 Eve Aretakis**  
President, Siemens Network Convergence

**12:45 Lunch**  
Sponsored by TELUS

## **KEYNOTE ADDRESS**

**Darren Entwistle**  
President and CEO, TELUS

## **Panel discussion**

**2:15 VoIP: GUERRILLA WAR**  
• A look at disruptive technologies  
• Approach to telephony from a leading US Cableco  
• Providing a platform for alternative services  
• Canada's first VoIP provider

**Moderator: Bo Parker**  
Managing Director, Global Technology Centre  
PricewaterhouseCoopers

**Sam Chernak**  
Vice-President, VoIP, Comcast Cable

**Andrew Day**  
Senior Vice-President, Residential Services, Primus Canada

## **KEYNOTE ADDRESS**

**3:00 Hubert de Pesquidoux**  
COO, Alcatel North America

**3:30 Coffee break**  
Sponsored by PricewaterhouseCoopers

## **Panel discussion**

**4:00 CORPORATE NETWORKS**  
• Designing, building and managing  
multi-vendor networks  
• Doing more with less to increase productivity  
• High speed, high reliability networks

**Moderator: Lawson Hunter**  
Executive Vice-President, BCE

**John Papadakis**  
Senior Vice-President, Avaya Global Services

**John MacDonald**  
President and CEO, Hydro One Telecom

**Harminder Gill**  
Vice-President, Network Architecture  
360networks

**Richard Cantin**  
Director of Communications Sector, Microsoft Canada

## **KEYNOTE ADDRESS**

**5:00 Bill Owens**  
President and CEO, Nortel Networks

**5:30 Co-chairs' summary remarks**  
**Cocktail Reception**  
Sponsored by Nortel Networks

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# THE 2004 CANADIAN TELECOM SUMMIT

Thursday, June 17, 2004

**7:30 Registration opens**  
**Continental breakfast**  
**Sponsored by Allstream Inc.**

**8:30 Opening remarks**  
**Michael Sone**  
President, NBI/Michael Sone Associates Inc.

## **KEYNOTE ADDRESS**

**8:45 John A. Macdonald**  
President and COO, Allstream

## **Panel discussion**

**9:15 LAYING THE FOUNDATION FOR  
NEXT GENERATION NETWORKS AND SERVICES**  
**Moderator: Michael Binder**  
Assistant Deputy Minister, Industry Canada

**Bernard A. Courtois**  
President and CEO  
Information Technology Association of Canada

**Ian Miles**  
President, Toronto Hydro Telecom

**Bill St. Arnaud**  
Senior Director, Advanced Networks, CANARIE

**Greg Mumford**  
Chief Technology Officer, Nortel Networks

**10:30 Coffee break**  
**Sponsored by Primus Canada**

## **Panel discussion**

**11:00 CONSUMER SERVICES:  
KEY DRIVERS FOR SUCCESS**  
• Profitably serving residential markets  
• Successful affinity programs

**Alek Krstajic**  
CMO, Consumer Markets, Bell Canada

**Ted Chislett**  
President, Primus Canada

**David Bowden**  
President, Consumer Services Group and SOHO  
Sprint Canada

**Heather Tulk**  
Vice-President, Broadband and Marketing, Aliant

**12:15 Lunch**  
**Sponsored by Bell Canada**

## **KEYNOTE ADDRESS**

**Michael Sabia**  
President and CEO, BCE

## **KEYNOTE ADDRESS**

**1:45 Nadir Mohamed**  
President and CEO, Rogers Wireless

## **KEYNOTE ADDRESS**

**2:15 Mark Henderson**  
President and CEO, Ericsson Canada

**2:45 Coffee break**  
**Sponsored by Ericsson Canada**

## **Round table discussion**

**3:15 COMPETING FOR BUSINESS SERVICES**  
**Moderator: Lis Angus**  
Executive Vice-President  
Angus TeleManagement Group

**Isabelle Courville**  
President, Enterprise Group, Bell Canada

**Joe Natale**  
Executive Vice-President and  
President, Client Solutions, TELUS

**Duncan McEwan**  
President and COO, Sprint Canada

**Mike Kologinski**  
Executive Vice-President, Marketing, Allstream

## **KEYNOTE ADDRESS**

**4:15 John Chambers**  
President and CEO, Cisco Systems

**5:00 Co-Chairs' closing remarks**

### **Note:**

*Conference agenda is subject to change.  
Please contact the organizers (info@gstconferences.com)  
for latest conference information.*

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# THE 2004 CANADIAN TELECOM SUMMIT

## Creating the new services of the future

**THE 2004 CANADIAN TELECOM SUMMIT** brings together the key influencers who are creating Canada's unique telecommunications market structure.

With the continued growth of wireless and the strong emergence of IP that will power Next Generation broadband offerings, Canada is embarking on an exciting and fast-paced telecom journey that will see business and consumers faced with a wide array of innovative services and applications.

The speakers at this one-of-a-kind event continue to drive the evolution of Canada's competitive telecommunications industry toward its broadband future. Come to learn how they are leading the Canadian telecommunications sector.

Join in this special gathering June 16 and 17, 2004

Register today online today at [www.gstconferences.com](http://www.gstconferences.com) for

**THE 2004 CANADIAN TELECOM SUMMIT**

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## The 2004 Canadian Telecom Summit

**HEAR FROM CANADA'S TOP TELECOM LEADERSHIP INCLUDING SENIOR EXECUTIVES FROM LEADING CARRIERS AND SUPPLIERS**

Alcatel	Canadian Competition Bureau	Hydro One Telecom	Primus Canada
Aliant	CATA	Industry Canada	Rogers Communications
Allstream	Cisco Systems	ITAC	Rogers Wireless
Angus TeleManagement	CRTC	KPMG	Siemens
Avaya Global Services	Comcast Cable	Microsoft	Sprint Canada
BCE	Ericsson Canada	NBI/Michael Sone Associates	TELUS
Bell Canada	Mark H. Goldberg & Associates	Nortel Networks	Toronto Hydro Telecom
CANARIE	Group Telecom/360 Networks	PricewaterhouseCoopers	

**Wednesday and Thursday, June 16 and 17, 2004**  
**Metro Toronto Convention Centre, North Building, Toronto**

**Hotel reservations:** InterContinental Toronto Centre. Conveniently located adjacent to the MTCC. When making reservations, please be sure to specify that you will be attending the 2004 Canadian Telecom Summit to access special Telecom Summit rates. Ask for booking code "CTM". Please call the hotel directly at 1-416-597-1400 or Toll Free at 1-800-327-0200 from Canada or the U.S.

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**CANCELLATION AND REFUND POLICY:** Substitution of participants is permissible without any prior notification.

If you are unable to find a substitute, please notify us. Prior to May 15, 2004, refunds will be made less a 10% service charge. From May 16 to June 1, there will be a 50% service charge. After June 1, 2004 no refund can be provided.

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