



UN ESCWA

IRAQ TELECOM

Opportunities in Developing Iraq's Telecom Sector

9-10 March 2004 • UN House, Beirut, Lebanon

Distinguished speakers include:

From the **Ministry of Communications, Iraq:**

Ms. Luma Hashim Badr, Manager, Planning
Dr. Nasi Abaiachi, Manager, Frequencies
Dr. Hiyam Ali, Manager, Internet Services

Mr. Nabeel Selman Al-Adhami, Manager, Transmission
Dr. Walid Jello, Manager, Switching

Plus:

Dr. Hassan Cherif, Chief of SDPD, UN ESCWA, Lebanon
Mr. Falah Al-Khawaja, Expert/Team Leader Telecommunication, Ministry of Oil, Iraq
Mr. Kasim Aboud Mozel, Head of Telecommunication Dept., Ministry of Electricity, Iraq
Mr. Abdulilah Dewachi, Regional Advisor, Communications and Computer Networking, UN ESCWA, Lebanon

SPECIAL NEW MOBILE OPERATORS SESSION

Confirmed participation of
Orascom, Asia-Cell and Atheer Telecom

Pre-Conference Workshop

8 March 2004

Led by: Global VSAT Forum



IRAQ TELECOM

Opportunities in Developing Iraq's Telecom Sector

Day ONE

Tuesday 9 March 2003

07.30 Registration and coffee

08.45 Welcome remarks by chairman

Dr. Hassan Cherif

Chief of Division, Sustainable Development and Productivity Division (SDPD), United Nations Economic and Social Commission for Western Asia

REHABILITATION AND UPGRADING

Mr. Hamadoun Toure

Director, Telecommunication Development Bureau (BDT), International Telecommunication Union*

Plan for the rehabilitation and upgrading of Iraq's telecommunication network

Ms. Luma Hashim Badr

Manager, Planning, Ministry of Communications, Iraq

Mobile services

Dr. Nasi Abaiachi

Manager, Frequencies, Ministry of Communications, Iraq

SPECIAL NEW MOBILE OPERATORS SESSION

Challenges of roll-out operations

Confirmed participation of

Orascom
Asia-Cell
Atheer Telecom

Digital switching system in Iraq

Dr. Walid Jello

Manager, Switching, Ministry of Communications, Iraq

Transmission systems in Iraq

Mr. Nabeel Selman Al-Adhami

Manager, Transmission, Ministry of Communications, Iraq

Restructuring the telecom and IT sector in Iraq

- Pre-war status of the main telecom and IT systems
- Pre-war resistance of authorities to follow the global trend in liberating the sector and offering better and varied services to customers
- The need to create a regulating commission prior to moves towards liberalisation
- Desired or suggested benchmarks to target in the next five years in comparison with countries in the region

Mr. Abdulilah Dewachi

Regional Advisor, Communications and Computer Networking, UN ESCWA, United Nations Economic and Social Commission for Western Asia

Future privatisation of Iraq's telecom sector

Mr. Basil Al-Nakeeb

Iraqi economist and Member of the executive committee of the Independent Iraqi Democrats

CASE STUDY

A new private telecommunication/information network for the oil sector

Mr. Falah Al-Khawaja
Expert/Team Leader Telecommunication,
Ministry of Oil, Iraq

How does the USA see the reconstruction of Iraq

Mr. Jay R. Brandes

Director, Iraq Reconstruction Task Force,
U.S. Department of Commerce*

European, American and Middle-Eastern models of telecom regulation/re-structuring that can be used as an important reference in the Iraqi telecom sector rehabilitation

Mr. Geoff Simmons

Vice-President, Marconi & Chairman Telecom,
British Consultants and Constructors Bureau

Regulatory framework and privatisation issues in telecommunications

Mr. Qais Hamza

EMIRAK Holdings

17.00 End of first day of conference

*invited

Day TWO

Wednesday 10 March 2003

08.00 Morning coffee

08.45 Re-opening of conference by chairman

Iraq: the leap-frog opportunity in both legislation and technology

Mr. Jonas Lindblad

Analyst, Middle East & North Africa, Pyramid Research

BRIDGING THE DIGITAL DIVIDE

Promoting the use of the internet

Dr. Hiyam Ali

Manager Internet Services,
Ministry of Communications, Iraq

Bridging Iraq's 'Digital Divide'... via satellite

- Satellite technology: The state of the art
- International satellite market trends and analysis
- Fixed and mobile satellite applications in the Iraq context
- Iraqi satellite regulations revisited
- Evaluating the potential for a commercial and regulatory 'Leapfrog'

Mr. David Hartshorn

Secretary General, Global VSAT Forum

CASE STUDY

The private telecommunication network for the power sector

Mr. Kasim Aboud Mozel

Head of Telecommunication Department,
Ministry of Electricity, Iraq

FINANCE & INVESTMENT PANEL DISCUSSION

Opportunity and risk and security concerns

Moderator: Ms. Melanie Lovatt

Financial Editor, MEES, Middle East Economic Survey

This panel will bring together regional and international banks to assess the current opportunities and associated risks. Speakers will address their immediate concerns and answer questions from the audience.

13.30 Lunch and end of conference

CWC Associates Limited is the market leader, providing products and services to the international oil, gas, power, telecom and investment sectors, particularly in emerging and developing markets. Our key business objective is to supply strategic end communications that act as a catalyst for sector growth and development via the following suite of high-level products, services and forums.

CWC works with over thirty international governments, OPEC, the World Bank and numerous non-profit making associations and publications, as well as independently. Our core strength lies in our specialised and intimate understanding of the independent roles played by both the private and public sectors within our key markets of focus and how they can best co-operate to enjoy mutually beneficial opportunities for growth and development.

Our work focuses on highlighting the role(s) played by the private sector in helping to stimulate economic development, skill transfer as well as local and state company training. Every year, more than 1,000 leading experts from the energy and investment industries speak, train or lead our events attended by in excess of 8,000 participants from both the private and public sectors.

CWC Associates is delighted to be working with **UN ESCWA** in developing this timely conference. Changes in Iraq are occurring on a daily basis and our program will reflect that. We will continually update it to reflect developments and are open to suggestions and proposed speakers.

If you are interested in making a presentation, please contact: **Patricia Borges** on:

Tel: +44 20 7089 4195 Fax: +44 20 7089 4201

E-mail: pborges@thecwcgroup.com

Corporate Hospitality

CWC Associates through its commitment to producing only premium content conference programmes can offer a range of sponsorship and corporate hospitality opportunities to achieve your current marketing and communication objectives.

Sponsorship of CWC events will enhance your company's profile and positioning in the market place and give you **immediate access to key decision-makers, customers and potential alliances for the future.**

Our sponsorship arrangements can offer any combination of **corporate branding; complimentary delegate places; networking opportunities; arrangement of private meetings; exclusive briefings and interactive workshops.** As companies have different requirements and budgets, we can create a specific package to suit your individual needs.

We are especially keen to discuss your current business and marketing objectives for the region and are always eager to investigate how we can best manage speaker, branding and alliance opportunities at the event to help you achieve these goals.

For more information on how you can become involved in this event, please contact **Paul Stahl** on:

Tel: +44 20 7089 4198

Fax: +44 20 7089 4201

E-mail: pstahl@thecwcgroup.com

PRE-CONFERENCE WORKSHOP

The Effective Application of VSAT Solutions in Iraq and the Arab Region

8 March 2004

Led By:
David Hartshorn, Secretary General,
Global VSAT Forum



08.00 Registration and coffee

**08.45 Introduction of workshop by workshop leader
& definition of objectives by participants**

**09.00 Executive briefing: satellite trends and
implications for Iraq**

The Arab region has been seizing upon satellite-based voice and data solutions at an unprecedented rate, as the public sector has begun moving to facilitate service providers' efforts through regulatory reform. Against this dynamic backdrop, Iraq represents a tremendous opportunity to apply state-of-the-art technological, commercial and regulatory approaches to expand access to communications to, from and within the country. This presentation will reveal the opportunities and challenges.

**09.40 The bandwidth equation: Baghdad in the
international footprint**

An increasingly rich supply of satellite capacity is parked above Iraq and the Arab region right now, and state-of-the-art satellite systems enable a wider range of telecom solutions than ever before. National, regional and global satellite solution providers have answered the call to provide versatile and reliable satellite links to, from and within the country. Hear how they are optimising their offerings to provide services in Iraq.

10.20 Refreshment break

**10.50 Iraqi network solutions: what's working (and
what isn't)?**

Satellite terminal prices have dropped exponentially. Service providers have amassed tremendous expertise in implementing cost-effective networks, and state-of-the-art systems are available to support national and international applications throughout Iraq. Or are they? This session will address the extent to which satellite broadband and narrowband has arrived in Iraq and explain which solutions have proven effective.

**11.45 Satellite applications in Iraq: where the rubber
meets the road**

From basic PSTN infrastructure and the oil sector, to relief efforts, public-security and military applications,

this session will reveal how, when, where and why narrow and broadband applications are actually performing in Iraq – and whether they are living up to their promises.

12.45 End of Workshop

13.00 Lunch

Meet your Workshop Leader:

David Hartshorn is Secretary General of the Global VSAT Forum, the London-based non-profit international association of the VSAT industry. Mr. Hartshorn leads the Forum's efforts to facilitate the provision of VSAT-based communications solutions throughout all nations of the world. In particular, Mr. Hartshorn works closely to support national-, regional- and global-level policy makers as they formulate state-of-the-art satellite regulatory frameworks. He is also responsible for creating greater awareness of the commercial, economic, political and technological advantages that VSAT-based communications provide.

Mr. Hartshorn also currently serves as *Rapporteur* for an ITU programme on satellite regulation in developing countries; is a Member of the Satellite Action Plan-Regulatory Working Group, the Brussels-based satellite-industry group that provides inputs to the European Commission; and he is on the Board of Directors of the Society of Satellite Professionals International and is President of its UK Chapter.

Mr. Hartshorn has worked in the satellite communications industry for 14 years, serving in sales, business development, publishing, and association offices based in North and Southeast Asia, North America and Western Europe. He has been published in hundreds of editions of magazines and newsletters, and has spoken and chaired at conferences and seminars in every major region of the world.

THE GLOBAL VSAT FORUM

The Global VSAT Forum (GVF) is the non-profit international association of the satellite communications industry. The GVF consists of more than 160 members from 60 countries in every major region of the world, including satellite operators, manufacturers, network service providers, system integrators, carriers and other related organisations. The Forum's primary objective is to promote the industry, serve as a focal point for end users, and improve market-access and regulatory conditions.

Contact David Hartshorn,
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david.hartshorn@gvf.org or www.gvf.org

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اللجنة الاقتصادية والاجتماعية لغربي آسيا

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for Western Asia



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P.O. BOX 11-8575 – BEIRUT, LEBANON

Dear Colleague,
An international conference, **IRAQ TELECOM** – *Opportunities in Developing Iraq's Telecom Sector*, will be co-organised by Economic and Social Commission for Western Asia (ESCWA), Middle East Economic Survey (MEES) and CWC Associates on the 9-10 March 2004 at the UN House in Beirut, Lebanon.

At ESCWA we have been preparing a series of working papers on the reconstruction of Iraq, within a legal international framework and meetings addressing several aspects of development enabling all parties concerned to face the challenges. Therefore, it is a pleasure to emphasise the commitment of ESCWA in organising this conference jointly with MEES and CWC Associates, where all the pressing issues regarding the rehabilitation of the telecom sector will be addressed, as well as the sector's role as a leverage for further growth, development and opportunities that will benefit both Iraqis and non-Iraqis.

The conference will convey to the audience the status of the infrastructure and its immediate needs offering a forum for debate with the Iraqi authorities and local, regional and international investors, over the medium and long term measures ensuring a true equal level playing field, high tele-density and mobile services that serve the community.

UN ESCWA is aware of the challenges of the "3 Rs": Recovery, Rehabilitation and Reconstruction in Iraq, but are also certain of the huge potential of the Iraqi market and its immense opportunities, specifically in the telecom sector.

We also have confidence in Iraqi capabilities and expertise that would contribute serious efforts in this regard.

I look forward to meeting you and to welcome you to the UN House next March.

A handwritten signature in black ink, appearing to read 'H. Charif', written in a cursive style.

Hassan Charif
Chief of SDPD
Economic and Social Commission for Western Asia (ESCWA)
Beirut, Lebanon



IRAQ TELECOM

Conference 9-10 March 2004
Pre-Conference Workshop 8 March 2004
UN House, Beirut, Lebanon

the
CWC
group

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Please tick relevant choice

- Conference US\$ 1849
- Workshop US\$ 899
- Conference & workshop US\$ 2449 (US\$ 300 save)
- Online access to conference documentation (for non-attending delegates only) – US\$ 650

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PAYMENT – FULL PAYMENT MUST BE RECEIVED PRIOR TO THE START OF THE CONFERENCE, WITHOUT WHICH ENTRANCE WILL BE PROHIBITED

Cheque: I enclose a cheque made payable to **CWC Associates Limited** for please send cheques to 3 Tyers Gate, London, SE1 3HX.

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VENUE INFORMATION

Date: **Conference** 9-10 March 2004
Pre-Conference Workshop 8 March 2004

UN House
Riad el-Solh Square
Beirut, Lebanon

Tel: + 961 1 981 301
Fax: + 961 1 981 510

ACCOMMODATION

The conference fee does not include accommodation. Please note that CWC & ESCWA have established agreements with a number of hotels in Beirut in the vicinity of the UN House. You will receive information on these and on their preferential rates for Iraq Telecom delegates when you book.

BOOKING CONDITIONS

Payment must be received before the event date. If payment is not received, delegates will be asked to guarantee payment at registration with a personal credit card. A confirmation letter and invoice will be sent to you on receipt of your booking. If you are unable to attend, a substitute delegate is always welcome. If you cancel your place more than two weeks before the event an administration fee of £150 + VAT shall be applicable. If you cancel your registration within two weeks of the event or fail to attend the event then a 25% cancellation fee shall be applicable. Cancellation must be made in writing and will be acknowledged in writing.

It may be necessary for reasons beyond the control of the organisers to alter the content, timings or venue. The Company will not accept liability for any transport disruption or individual transport delays and in such circumstances the normal cancellation restrictions apply.

DATA PROTECTION

The personal information provided by you will be held on a database and may be shared with companies in the CWC Group. Sometimes your details may be made available to external companies for marketing purposes. If you do not wish your details to be used for this purpose, please write to Kate McHugh, Database Administration, CWC Associates Limited, 3 Tyers Gate, London SE1 3HX, UK.

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