

## 2018 PROGRAM

Monday, May 14, 2018

19:00 Opening reception sponsored by



Tuesday, May 15, 2018

08:30 Registration/opening coffee hosted by



Welcome address

**Lorraine Whitfield**, Chief Events & Marketing Officer, Euroconsult

09:30 Inaugural keynote speech

**Gerardo Ruiz Esparza**, Secretary of Communications and Transports, SCT - México

09:45 Euroconsult Insights - Connectivity in LATAM: The Role of Satellite

**Pacôme Révillon**, CEO, Euroconsult

## 10:00 Operators Deploying and Investing in Next Gen Capabilities

Executives from leading satellite organizations and companies in Latin America will share their views and debate on the deployment of next generation satellite systems and on the main opportunities and drivers for the region.

**Moderator: Pacôme Révillon**, CEO, Euroconsult  
**Mike Antonovich**, CEO, Eutelsat Americas  
**Omar Trujillo**, Vice President of Sales for Latin America , SES Networks  
**Ignacio Sanchis**, CCO, Hispasat

## 11:00 Coffee break hosted by



## 11:45 Delivering the Broadband and Entertainment Experience Anytime, Anywhere

Executives from leading service companies will discuss the path(s) to delivering the greatest broadband and entertainment experience for consumers and professional.

**Moderator: Pacôme Révillon**, CEO, Euroconsult  
**Monica Aguirre**, Deputy CEO, Star Group  
**Kevin Cohen**, General Manager, Consumer Broadband, Mexico and Central America , Viasat

## 12:30 Official luncheon hosted by



## 14:30 Delivering VSAT Services in the HTS Environment: New Solutions, New Expectations

In a context where innovation in satellite infrastructure and equipment is transforming the economics and capabilities of satellite connectivity, executives from leading service companies will debate on the new opportunities and challenges in this environment, in particular the new expectations of their clients and partners.

**Moderator: Carmen González-Sanfelix**, International Telecom Strategist,  
**Jorge Villarreal**, CEO, Elara Comunicaciones  
**Mauricio Segovia**, CEO, Axesat Colombia  
**Dan Losada**, VP Global Sales, Hughes

15:15 In Discussion with a Ground Segment Solution Provider

The last mile will be critical for the success of new generation satellite systems and services, either on GEO, MEO or LEO platforms. A representative from a ground segment supplier and integrator will discuss the current status and how new ground solutions can and/or will contribute to the growth of the connectivity markets.

**Moderator: Stéphane Chenard**, Senior Associate Consultant, Euroconsult  
**Diego Casquero**, Senior Director of LATAM Sales, iDirect

15:45 Coffee break hosted by



16:15 National Security and Public Safety - The Expected Impact of Broadband and IoT

Representatives from organizations in charge of or supporting national security initiatives will share their experience and perspectives on the rollout of broadband and IoT capabilities to support “smarter” operations.

**Moderator: Miguel Valero**, Managing Director, Detente Group  
**Ingrid Morgan**, Technical Support Coordinator, Federal Police, Mexico  
**Major I. C. E. Dionisio Alvarado Moreno**, Secretaría de la Defensa Nacional - México

17:00 Enterprise users: The New Expectations

Technology officers from public and private organizations will share their views on the use of satellite networks to meet new requirements in a context of increasing data traffic.

**Moderator: Miguel Valero**, Managing Director, Detente Group  
**José Luis Rodríguez López**, CTO, Grupo Salinas  
**Ernesto Martín Muñoz Gaytan**, Telecommunications Manager, Industrias Peñoles  
**Víctor Manuel Arredondo Díaz**, Director of Telecommunications, Banorte  
**Oscar De La Torre**, IT Architecture & Systems Manager, OXXO

18:00 Start of Evening Program

Cultural visit to the MUNAL Museo Nacional de Arte

Guided tour of the Caravaggio and José María Velasco collections in the Museo Nacional de Arte “MUNAL”

Official cocktail reception hosted by



At the MUNAL

Dinner hosted by



At the MUNAL

Wednesday, May 16, 2018

08:30 Welcome coffee hosted by

**AIRBUS**

09:30 Euroconsult Market Presentation on Government Space Programs

**Natalia Larrea Brito**, Senior Consultant, Euroconsult Canada

09:45 New Priorities for National Satellite Programs

National satellite operators and space agencies from a selection of Latin American countries will share insights on future expectations for their programs.

**Moderator: Natalia Larrea Brito**, Senior Consultant, Euroconsult Canada

**Javier Mendieta**, Director General, Mexican Space Agency (AEM)

**Dr. Petrônio Noronha de Souza**, Director of Space Policy and Strategic Investments, AEB - Brazil

**Carlos Alvarado Briceño**, President, ACAE – Costa Rica

**Col. Liduvino Vielman Díaz**, President, AEP - Paraguay

10:45 Coffee break hosted by

hispasat<sup>•</sup>

11:30 Satellite Manufacturing - Enabling New Capabilities

Leading industrial players will discuss the latest trends for satellite manufacturing and how to optimize the performance and flexibility of satellites also of production tools in order to serve governments and private clients.

**Moderator: Stéphane Chenard**, Senior Associate Consultant, Euroconsult

**Cyril Bardi de Fourtou**, Regional Sales Director, Airbus

**Hui Zhou**, Director of System Design, ITS/CAST , CAST

**Alasdair Calder**, Head of International Business Development - Americas, Lockheed Martin

12:30 Official luncheon

## 14:15 Satellite Users and Universal Access Programs

Representatives from government organizations will share their vision of universal access initiatives in their country; providing updates on projects and discussing the role of satellites in bringing communication capabilities to all citizens, businesses and government offices.

**Moderator: Carmen González-Sanfeliu**, International Telecom Strategist,  
**Javier Lizárraga**, Coordinator of the Information Society and Knowledge, SCT - México

**Edwin Castillo**, National Telecom Director , ASEP – Panamá

**Sandra Torres**, President, JRTPR - Puerto Rico

**Roque Roy Méndez Soletto**, Executive Director, ATT - Bolivia

**Leonel Arévalo**, Telecomm Advisor to the President, CONATEL - Honduras

**Selvin Armando Juárez Romero**, Superintendent of Telecommunications, CIV – Guatemala

## 15:30 Coffee break hosted by



## 16:00 The Stakes of 5G - Broadband and IoT - for the Communication Sector

Executives from solution providers, operators and service companies will share views on the prospects of 5G, addressing regulatory and technology issues but also business opportunities and challenges for the communication sector.

**Moderator: Alexis Sáinz**, Senior Associate, Milbank

**Manuel Díaz Franco**, VP, New Business Development, Huawei Technologies de México

**Guy Ginestet**, Country Manager, Mexico and Central America, Sigfox

**Eric Rodríguez**, Mobility Services Architect for Service Providers, CISCO

## 17:00 Closing remarks

**Jorge Juraidini**, General Director, Telecomm

Farewell drinks