

## **Hello and welcome to the East of England NextGen Roadshow 2010**



The East of England is the UK's 'ideas region'. We are one of the most dynamic and fastest growing areas in the UK. Our thriving economy is due in large part to our heritage of research - we spend three times more than the UK average on commercial R&D. What sets the East of England apart is the entrepreneurial spirit that exists here, to develop and capitalise on ideas and inventions; collaborate and think innovatively about how we bring products to market.

Within the East of England there are more than 350,000 IT specialists employed in 14,500 ICT companies, universities and R&D institutes. Globally-renowned companies born in the region include ARM, Autonomy, Cambridge Silicon Radio, Domino and Worldpay. International leaders such as Microsoft, Philips and Nokia are also based in the region and Cambridge is home to an international technology consultancy cluster. Adastral Park, Ipswich, is home to BT's largest centre of R&D and among one of the largest centres for digital R&D in the UK.

As well as large corporates, the East of England is home to over 430,000 businesses. One in nine UK businesses locate here, from cutting edge software designers and drug discovery companies, to companies pioneering new low carbon technologies. Small businesses are the lifeblood of our economy. Reliable, affordable next generation broadband is a must for our businesses and needs a far broader footprint in the East of England than will be delivered by present commitments from private sector providers.

We know that the East of England faces real challenges in ensuring ubiquitous access to next generation broadband services. EEDA is working with a range of partners to encourage investment in those vital services. The private and public sectors will need to work together to find and implement innovative solutions and today's Roadshow provides an excellent opportunity to drive this crucial agenda forward.

***Nitin Dahad,  
Board Member  
East of England Development Agency***

Nitin Dahad joined the EEDA board on 14 December 2008. Nitin has operated in all the major technology centres in Europe, USA, and Asia, working with large semiconductor and electronics companies in the early part of his career and then as a commentator/journalist on various aspects of international business and entrepreneurship. His current professional interests include consulting, corporate marketing and business development firm TechSpark, which works with technology start-ups and high-growth companies in leading edge technologies around the world.

**Event hosted by:**



## The East of England NextGen Roadshow Agenda and Speakers - Tuesday 6 July 2010

09.30	Registration and Refreshments
10.00	Opening and First Keynote by Lorne Mitchell - The F Word - Social Economics of Next Generation Broadband
10.20	Official Welcome - Nitin Dahad - Board Member - East of England Development Agency
10.30	A Vision for the UK - Next Generation Broadband for All - Malcolm Corbett - CEO INCA
10.50	Keynote by Laurence Ramsey - Regional ICT Strategy Manager - East of England Development Agency
11.10	The New Market in Telecoms Services - Presentation by Adrian Wooster, CTO, Community Broadband Network (CBN)
11.30	Refreshments - (Meet the Experts Clinic 1)
11.50	What is a Next Generation Network and Why do I Need it? Keynote by Edgar Aker, Director of Marketing & Product Management EMEA, Draka
12.20	Local Case Studies including a presentation by Tim Anderson, e-Service Officer, Policy and Performance Team, Norfolk County Council and Roger Turkington, Director of Operations, Suffolk Acre
12.45	Keynote by Bill Murphy, Managing Director - NGA, BT Group - Next Generation Access, a BT Perspective
13.15	Lunch - (Meet the Experts Clinic 2)
14.15	Break-out into 2 Workshop Sessions:
Session 1	Fibre to Every Home: No problem - How Pre-fabricated Fibre Systems Change the Paradigm: Local, Reliable and Easy Deployment. Presenters: Klaus Kammermeier and Mike Knott - Sponsored by Corning
Session 2	Next Gen Access: Where does your money go? What a Typical "Poorly-served" Solution Looks Like and What it All Costs. Presentation by Peter Kemp - Sponsored by Keymile
15.00	Keynote by Simon Towler - Head of Broadband Policy and Programmes, Department for Business Innovation and Skills
15.15	Breakout into 2 Workshop Sessions:
Session 1	Partnership Building for NGA lead by Brian Condon
Session 2	Super Fast Broadband for Your Community: Overcoming the Challenges - Speaker Dr Ranulf Scarbrough
15.45	Refreshments - (Meet the Experts Clinic 3)
16.00	Panel Discussion - the Way Forward. Panellists: Chris Holden, Peter Goodwin, Edgar Aker, Bill Murphy, Klaus Kammermeier and Simon Towler
16.45	Questions from the Audience and Response to Issues Raised During the Day
17.00	Close

*INCA reserves the right to make changes to the scheduled programme*

**Simon Towler** - Head of Broadband Policy and Programmes, Department for Business Innovation and Skills. Simon joined the Department of Trade and Industry in 1992. He has held a wide range of policy posts including in civil aerospace, international trade policy, nuclear issues, telecommunications policy and better regulation as well as a secondment from 1998-2002 to the British Embassy in Washington DC covering DTI issues. Simon was appointed to his current post in March 2010. He is responsible for broadband policy and programmes aimed at delivering the government's ambitions for broadband in the UK.



**Laurence Ramsey** is currently the Regional ICT Strategy Manager for EEDA based in Histon, Cambridgeshire. He was born and raised in London but has lived elsewhere since, in Herefordshire, Derbyshire and for an extended period in Germany. Despite his youthful good looks, he has a career in ICT extending back over nearly forty years - mostly in management positions in multinational corporations. By way of a contrast, he joined EEDA in 2000 and was responsible for the strategy for spending the Governments' Broadband Fund in the East of England back in 2003. This strategy was generally favourably received. More recently Laurence and his colleagues have been working on activities to try and stimulate the deployment of next generation broadband in the region.



**Roger Turkington** is the Director of Operations at Suffolk ACRE with particular responsibility for both broadband and social enterprise, and has played a pivotal role in highlighting the case for investment in rural areas and faster broadband. Prior to joining Suffolk ACRE Roger worked for BT leading their videoconferencing division for 6 years and was latterly the Global Marketing Manager for global datacommunications.



**Tim Anderson** is e-Service Officer at Norfolk County Council. He was involved in the regional Demand Broadband work by EEDA and facilitates the DC10Plus Rural Broadband working group looking at bringing together broadband roll out and Digital inclusion issues. He is a member of the Shaping Norfolk's Future broadband working group, which is developing a Broadband Strategy for the county.



**Dr Ranulf Scarbrough**, Major Projects, BT Wholesale. Upon joining BT in 2005 Ranulf lead the company's research into the evolution of next generation broadband. He is currently evaluating the role of NGA in a digital Britain and is developing some of BT's largest regional projects. Ranulf is a member of BT's Regional Board for the South West and a Governor of Plymouth University. He holds an MSc degree from UCL and a doctoral degree from Oxford University, and is a chartered engineer, physicist and information technology practitioner.



**Chris Holden**, Strategic Marketing Manager Carrier EMEA, Corning Ltd, is the President of the FTTH Council Europe since April 2010. Chris has been active in the Council since 2005 as member of the Infrastructure and Architecture and the Deployment & Operation Committee of which he was elected Chairman in April 2008. In April 2009 he became a Board Member. He was a Board liaison for the D&O and Regulatory Committee and is a member of the Business Committee.



**Peter Goodwin**, - Goodwin Associates. From 2003 to 2010 Peter was the Director of Accelerate Nottingham, the strategic ICT partnership for Greater Nottingham. He has been a Board Member of the DC10plus National Digital Inclusion Partnership, the EuroCities Knowledge Society forum and the Interim Board of the Independent Networks Co-operative Association. It is in these roles that he has become involved in a number of projects looking at stimulating demand for next generation broadband and taking part in the wider debate around policy issues in the broadband field. He now works as an independent consultant on a number of broadband related projects.