

ITW 2012

The 21 carrier founders are A1 Telekom Austria, AT&T Wholesale, BICS, BT, China Telecom, Chunghwa Telecom, Deutsche Telekom, iBasis, IDT, Orange, PLDT, REACH, Rostelecom, Singtel, Sprint, Tata Communications, Telecom Italia Sparkle, Telecom New Zealand International, Telefonica, Telekom Malaysia, TeliaSonera International Carrier

Carriers are committed to ITW, the annual worldwide event for the industry – next year in Chicago

In this increasingly changing and globalizing environment, a landmark event where all the players of the industry can get together for three days is more necessary than ever. To have hundreds of international carriers and their vendors to meet 1-on-1 for 3 days is the original purpose and yearly challenge of ITW. For this reason the original founding group of carriers of ITW have decided to regroup in a council of the founders and help to make sure ITW's important contribution to the industry is perennial. Alexandre Pébereau, Executive Vice President, International Carriers, ORANGE has been elected chairman of the Founders Council.

ITW is a unique opportunity for carriers to review together once a year advances in telecommunications that afford opportunities to better meet the demands of the marketplace.

As a first demonstration of that common will, and to improve the venue for the event, the founders' council and the carriers it represents is pleased to formally announce that ITW 2012 will be held in the city of Chicago, and organized again by their event host, TelCap.

The event will have a new location in 2012 but the founding principles of ITW remain the same. The event is the world's carrier meeting, allowing space for bilateral meetings at tables and in meeting suites, but also including content-oriented sessions proposed by the founding members that will focus on market developments shaping the industry's future. The principles of allowing a level playing field for carriers to come together in a cost effective and efficient meeting place will be fundamental to the event in Chicago.

Wholesalers are playing a major role in the telecom ecosystem

Voice business is a highly strategic business for carriers. In 2010, the global voice market was estimated to be 413 billion minutes, with an annual growth rate of 4% (*). This growth is being driven by the economic development of areas with high geographical density (South-East Asia, China and India), evolution in mobile telephony and the rise of Voice over IP. The increasing demand for data and bandwidth is also very high, especially in emerging countries.

The importance of international wholesalers is growing along with their capacity to better answer the general and specific needs of retail operators. International Carriers have the capabilities to manage high volumes of traffic, they have the technical and commercial know-how to respond to ever changing market needs and to introduce advanced solutions driven by the IP technology, becoming more and more predominant (*).

IP is at the centre of tomorrow's world.

In the global market, IP is at the centre of operators' growth strategy to deliver on their promise of bringing advanced end-to-end solutions and real value to users: consistent high quality, reliability and simplicity. Facing an increasing demand for connectivity, growth is also achieved through a successful migration to IP. To seize this business opportunity, the largest international wholesalers are consistently migrating their business to IP in order to soon offer new enriched communication services. As a result VoIP traffic accounted for over one quarter of the total voice traffic in 2010 (*).

Competition in the IP markets is very strong, and business models are evolving quickly with the entry of new players from the Internet world. The wholesale players are themselves evolving towards becoming not only carriers of traffic but enablers, in this rich communication world, developing the needed infrastructure and technologies. As a result, they will continue to offer the level of quality that makes a difference and create value for their end-customers, shareholders and fellow carriers.

Innovation and collaboration will be at the heart of the IP transition. ITW continues to provide an essential opportunity for carriers and new players to share their perspectives as we move together into a new era in global telecommunications.

(): source: TeleGeography*

ITW 2012 will take place at the Hyatt Regency Chicago from 14 – 16 May 2012.