

# DIGIWORLD summit

**19/20/21 NOVEMBER**

LE CORUM :: MONTPELLIER :: FRANCE

2013

FIRST PROGRAM: other top-level speakers will join us in November. Stay connected: [www.digiworldsummit.com](http://www.digiworldsummit.com)



## The digital gold mines

Keeping in mind the “Game Changers” (mobility, cloud, big data) prospective framework debated during the last DigiWorld Summit, IDATE’s teams invite you in November to discuss the “digital gold mines” around:

- Smart connectivity
- Video as a service
- Digital malls
- Data monetization
- Digital money

### Key questions of the Summit 2013:

- ➔ Where will be the sources of value in the digital sectors?
- ➔ How to make them profitable?
- ➔ Who is best placed to capture this value?
- ➔ What are the opportunities for Europe?









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## PROGRAM AT A GLANCE



TUESDAY 19 NOVEMBER	
7:00-10:30pm	10:30pm
Welcome party at the Opéra Comédie	NIGHTCAP

WEDNESDAY 20 NOVEMBER						
9:00-10:45am		11:15am-1:15pm		2:30-6:00pm	7:30-10:30pm	10:30pm
Welcome and introduction	NETWORKING	Video as a service	BUFFET	EXECUTIVE SEMINARS	Gala dinner	NIGHTCAP
Smart connectivity				 Spectrum policy		
				 Smart city & digital living		
				 NGN funding		
				 Video cord-cutting (6th Trans-Atlantic Communication Dialog)		
Keynote	Keynote	 Future Internet Networks				

THURSDAY 21 NOVEMBER					
9:00-10:30am		11:00am-1:00pm		2:30-4:15pm	4:15pm
Digital malls	NETWORKING	Data monetization	BUFFET	Digital money	Closing cocktail
Keynote		Keynote		Keynote	
9:00am-6:00pm					
<div>Executive seminar - Game Summit: 2014, transition or disruptions?</div>					

# The digital gold mines

The digital ecosystem is unfolding in a state of chaotic effervescence. Some are witnessing their revenues erode and wondering where the value is. Others are questioning its real contribution to growth. And yet the multifaceted innovation around the Internet and digital technology is revealing rich new gold mines to be exploited!

Video interviews with the major digital decision makers and remarkable keynotes will complete the plenary sessions. Our 6 high level executive seminars will allow you to keep on **discussing with our experts, around:**

- Spectrum policy
- Smart city & digital living
- NGN funding
- Video cord-cutting (6th Trans-Atlantic Communication Dialog)
- Future Internet Networks
- Game Summit



## Tuesday November 19

7:00-10:30pm

**Welcome Party at the Opéra Comédie**  
hosted by Huawei and Montpellier Agglomération

Where the whole DigiWorld meets: an exceptional opportunity to network in an historical and prestigious place before the conference starts. Visit the 'petit frère du Palais Garnier', famous Paris Opera, Italian-style theatre.

**Welcome speech:**

- **François BARRAULT**, Chairman & **Yves GASSOT**, CEO IDATE
- **Michel ASLANIAN**, Vice-Président, Président délégué de la commission "Innovation", **Montpellier Agglomération**
- **Colin GILES**, Executive Vice President, **Huawei Consumer Business Group**

Wednesday **November 20**

## PLENARY SESSIONS - DAY 1 | **PLENARY SESSIONS IN ENGLISH** FRENCH TRANSLATION AVAILABLE

→ FIND OUR PROGRAM UPDATED AND DETAILED AT [www.digiworldsummit.com](http://www.digiworldsummit.com)

9:00 - 9:15am

### Welcome & general introduction

François BARRAULT, Chairman, Yves GASSOT, CEO, IDATE  
& Steve DURBIN, Chairman, DigiWorld UK

### Video CEO's opening remarks:

- Stéphane RICHARD, Chairman and CEO, Orange
- Randall L. STEPHENSON, Chairman & CEO, AT&T
- Hans VESTBERG, President and CEO, Ericsson
- ...

9:15 - 10:15am

### Smart connectivity

Could putting telecommunications forward as a promising source of value be seen as provocation, bearing in mind the crisis facing the sector in Europe? At IDATE, we believe that whatever the evolution of the digital ecosystem, we will increasingly be needing flexible, very high speed access for both fixed and mobile systems.

Our speakers will be sharing their opinions on their priority short-term investments with you and the adaptations needed to re-establish margins and growth. They will be presenting their outlook on the evolution of access architectures in the medium term, as well as on the business plans which will characterise the telco model for the forthcoming decade.

Introduced by Yves GASSOT, CEO, IDATE

- Vivek BADRINATH, Deputy CEO, Orange
- Ludovic LE MOAN, President & CEO, SigFox
- Dor SKULER, VP, General Manager of CloudBand Business Unit, Alcatel-Lucent

10:15-10:45am

### Keynote

- Jean-Yves CHARLIER, Chairman & CEO, SFR (to be confirmed)

10:45 - 11:15am

### Coffee break

11:15am-12:45pm

### Video as a service

Videos constitute an ever-increasing part of fixed and mobile Internet traffic. Are our television screens going to start looking like those of our smartphones with a host of apps that we have carefully hand-picked and organised to our liking? TV channels could perhaps envisage an opportunity to rid themselves of intermediaries by undertaking self-distribution on the open Internet. But they would be facing stiff competition from worldwide platforms (Amazon, Netflix, YouTube, etc.) and the direct strategies used by the major North-American studios. Over and above distribution options and the question mark hanging over the future of 'boxes', the personalities who will be present at the session will be discussing other factors that contribute to a winning strategy: the exclusive control of content and investment in a powerful information system.

Introduced by Gilles FONTAINE, Deputy CEO, IDATE

- Christophe AULNETTE, CEO, Netgem
- Bruno CHAUVAT, EVP Strategy & Content, Belgacom
- Lee EPTING, VP Media Solutions Center, Europe, Samsung Electronics
- Pierre GILLOT, Solutions Architect, Amazon Web Services
- Olivier HUART, CEO, TDF

12:45-1:15pm

### Keynote

- Jean-Ludovic SILICANI, President, ARCEP



1:15-2:30pm

### Lunch

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2:30 - 6:00pm

### Executive Seminars: parallel sessions



→ Spectrum Policy, Act II



→ Smart city & digital living: rethinking mobility in the city



→ NGN funding: public/private interplay



→ Video cord-cutting: much ado about nothing?  
(6<sup>th</sup> Trans-Atlantic Communication Dialog)



→ Future Internet Networks: how to handle the traffic patterns evolution?

7:30pm

### Gala dinner hosted by the Languedoc-Roussillon Region and IBM

IBM Products & Solutions Support Center: the ideal place to network in a less formal way... where new ideas and businesses emerge, to stimulate creativity and forge new privileged relationships... a place to build tomorrow's DigiWorld.

Welcome speech:

- François BARRAULT, Chairman & Yves GASSOT, CEO, IDATE
- Anne-Yvonne LE DAIN, Vice-Présidente de la Région Languedoc-Roussillon
- Philippe SAJHAU, VP, Smarter Cities France, IBM



Thursday November 21

## PLENARY SESSIONS - DAY 2 | PLENARY SESSIONS IN ENGLISH FRENCH TRANSLATION AVAILABLE

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9:00-10:30am

### Digital malls

The success of smartphones has also been that of the applications and the main suppliers' own shops. Could this model be suitable for re-use but encompassing the entire range of smart devices (connected TV, tablets, video-game consoles, etc.), particularly since other players (Internet and social giants, pure play intermediaries operating in music, video, games or software, telco bundles or e-commerce leaders, etc.) employ platform strategies capable of grouping offers and drawing in consumers?

The speakers at this session will be discussing the shared characteristics (powerful information systems, cloud computing, the two-sided approach) as well as the differences between these models (in some cases, what counts is selling devices, and in others customer loyalty and expanding databases are more important...).

Introduced by **Yves GASSOT**, CEO, **IDATE**

- **Vincent MARTIN**, VP Distribution and Business Development, **Dailymotion**
- **Tristan NITOT**, Principal Evangelist, Founder Mozilla Europe, **Mozilla Corporation**
- **Brendan O'BRIEN**, Director Global Marketing, Connected Mobile Experiences, **Cisco**
- **Microsoft**

10:30 - 11:00am

### Coffee break - Sponsored by TDF

11:00am - 12:30pm

### Data monetization

Data (personal data in particular), increasingly lies at the core of monetisation strategies. This has traditionally been the case for numerous Web stakeholders and also for the media and trade via targeted advertising and recommendations. New players are now also trying to tap into the value of their data repositories which have often remained unused. Major changes are underway, allowing the greater collection of new data (social networks, location, sensors, Internet of Things, real time, etc.) and its relevant processing via Big Data solutions. In this session, the speakers will illustrate a few promising areas of application in particular around real time targeted advertising, geolocation and geofencing, audience measurement and traffic analysis...

Introduced by **Vincent BONNEAU**, Head of Internet BU, **IDATE**

- **Julien BILLOT**, Deputy CEO, **Solocal Group**
- **Mario CAVESTANY**, VP Europe Telecommunications Industry, **IBM**
- **Gregory GAZAGNE**, Managing Director France, Southern Europe and Latam, **Criteo**
- **Alastair HANLON**, VP Market Strategy, **Amdocs**

12:30 - 1:00pm

### Keynote

- **Rishad TOBACOWALA**, Chairman, **Digitas LBi & Razorfish**



1:00-2:30pm

### Lunch - Sponsored by TDF

2:30-4:15pm

### Digital money

For some years now, mobile payments and, more broadly, digital money have been seen as a strategic function and have been disputed as such by a great many players in the value chain (terminal suppliers, Internet giants, telcos, traders and bankers, etc.) with various technical approaches.

The speakers at this session will be explaining the logic of investment profitability that they must employ. They will tell us about the advantages of their approaches, the ecosystem and associated partnerships that allow them to feel confident about their ability to stand firm before the multitude of solutions on offer.

Introduced by **Soichi NAKAJIMA**, Senior Analyst of Internet BU, **IDATE**

- **Paolo MONTESSORI**, CEO & Managing Director, **eServGlobal**
- **Philippe VALLEE**, EVP Telecom Business Unit, **Gemalto**
- **Peter VESCO**, SVP Payments, **Deutsche Telekom**
- **Mung Ki WOO**, Group Executive, Mobile, **MasterCard**

4:15-4:45pm

### Conversation with **Jacques ATTALI**, Président, **ATTALI & Associés**

Whereas in our sectors (telecom, internet, digital media) we are experiencing a tremendous boom around mobility, cloud services and big data, some believe that the economic crisis and low productivity gains are due to a dwindling capacity to produce true innovation in digital technology. What are the main current economic and social challenges involved in digital innovation?

4:45pm

### Closing cocktail

→ 9:00am-6:45pm



### Executive Seminar: parallel session

Game Summit: 2014, transition or disruptions?  
(in association with Montpellier In Game)

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EXECUTIVE SEMINAR - DAY 1 | EXECUTIVE SEMINAR IN ENGLISH  
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## Spectrum policy: Act II

The goal of the Spectrum policy seminar is to take stock of the current issues surrounding spectrum management.

The problem of the 700 MHz band is the hot topic in the worlds of telecommunications and the media. The issue of the second digital dividend in Europe and conditions to be associated with it have yet to be ratified. In addition to this problem, there is the matter of the timetable for the transition of broadcasting to mobile telephony and the problems of space reserved for the safety networks in light of their broadband requirements below 1 GHz.

The issue of enhancing the spectrum arises particularly in respect of the balance that must be found between revenue for national governments and the development of high-speed mobile services. The new methods for sharing the spectrum may enable the use of scarce resources to be improved and we shall be taking stock of the latest advances in this field by examining the significance and scope of the acronyms SDL (Supplemental Down Link), LSA (Licensed Shared Access), CR (Cognitive Radio), WSD (White Space Devices).

2:30-2:40pm	<b>IDATE's point of view</b>
2:40-3:40pm	<b>Sharing the spectrum among mobile telephony and other uses (television, security services)</b>
3:40-4:00pm	<b>Keynote</b>
4:00-4:30pm	<b>Coffee break</b>
4:30-4:40pm	<b>Keynote</b>
4:40-5:40pm	<b>How can new technologies facilitate spectrum management? How should the spectrum be priced?</b>
5:40-6:00pm	<b>Conclusive Keynote</b>



Read the special issue of the IDATE's economic journal to learn more about spectrum policy



**COMMUNICATIONS & STRATEGIES**

**RADIO SPECTRUM: A SHIFT IN PARADIGMS?**  
COMMUNICATIONS & STRATEGIES no. 90 (2<sup>nd</sup> Q.)  
[www.comstrat.org](http://www.comstrat.org) - [v.segura@idate.org](mailto:v.segura@idate.org)

Is spectrum policy entering a trackless wilderness, or can a new direction and a new set of paradigms be expected to emerge?

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EXECUTIVE SEMINAR - DAY 1 |  EXECUTIVE SEMINAR IN FRENCH  
NO TRANSLATION AVAILABLE

## Smart city & digital living: rethinking mobilities in the city

Continued development and urban sprawl are changing our way of life. 'Digital living' is part of an ongoing transformation of mobility, offering new possibilities. New trends affect our view of mobility within the urban space: 4G/LTE, cloud computing, internet connectivity for household appliances, and the ongoing increase in data availability.

In this continually evolving context, how can we find appropriate economic models, effective strategies, and optimal partnerships among businesses, operators, utilities, and local governments? How can we scale up or down to make projects sustainable?

**The Smart city & digital living seminar is an opportunity to synthesise our knowledge of mobility management in the urban context.**

2:30-4:00pm

### Economic models for third places

The evolution of the digital economy deeply affects businesses, their organisation, their real estate strategies, and the work and mobility of many of their employees. Mobile, long-distance, and collaborative ways of working are developing rapidly, and in response work-oriented third places are beginning to emerge (e.g. tele-centres, co-working centres). These transformations also affect the urban environment. Although today third places are used primarily by freelancers, many initiatives have been undertaken to open these spaces to employees and to offer them a welcoming environment for telecommuting. These initiatives raise the question of economic models for third places. How can the positive externalities created for the urban environment by such spaces be taken into account in a purely economic evaluation (itself still in flux)? These questions will be addressed during the roundtable.

4:00-4:30pm

### Coffee break

4:30-6:00pm

### The economy of urban digital mobility

Urban mobility changes constantly in response to new imperatives (e.g. sustainable development and government focus on reducing car use in cities). The digital offer is part of this transformation, its new functionalities both optimising existing transportation modes (e-payments, e-ticketing, user information) and facilitating new sharing-oriented modes (bike-sharing, car-sharing, carpooling). These urban initiatives are springing up everywhere. Beyond these new modes and practices, the roundtable will address urban mobility from the economic point of view. How can we ensure a sustainable and economically sound broadband deployment? What partnerships should we favour? What digital service packages should we offer to attract new users in the context of urban mobility?

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# Smart Thinking the Digital Economy

Founded in 1977, IDATE has gained a reputation as a leader in tracking telecom, Internet and media markets, thanks to the skills of its teams of specialized analysts.

Now, with the support of more than 40 member companies – which include many of the digital economy's most influential players – the newly rebranded DigiWorld Institute has entered into a new stage of its development, structured around three main areas of activity:

- **IDATE Research**, an independent observatory

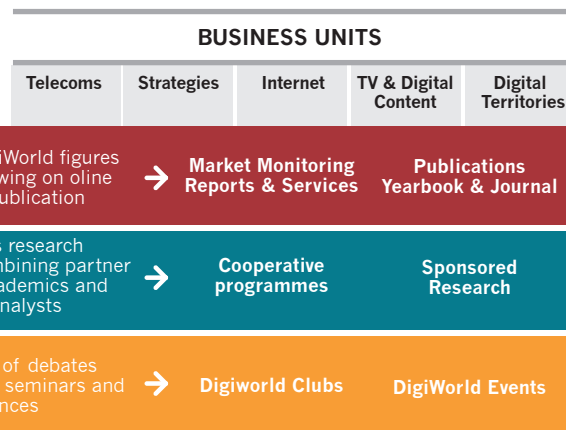
Our team keep a close and continual watch on digital world industries, collect relevant data and provide benchmark analyses on market developments and innovations in the telecom, Internet and media sectors – through its comprehensive collection of market reports and market watch services.

- **IDATE Consulting**, time-tested analysis and consultancy solutions.

Our multi-disciplinary teams of economists and engineers established their credibility and independence through the hundreds of research and consulting assignments they perform every year on behalf of top industry players and public authorities.

- **DigiWorld Institute**, a European forum open on the world.

The DigiWorld Institute will take existing IDATE initiatives, such as the DigiWorld Summit, the DigiWorld Yearbook and the monthly clubs in Paris, London and Brussels, to the next level. Members have the opportunity to participate in collaborative research on the core issues that will shape the industry's future, drawing on the knowledge of outside experts and our own teams.



MORE INFORMATION AVAILABLE ON OUR WEBSITE: [www.idate.org](http://www.idate.org)

EXECUTIVE SEMINAR - DAY 1 | EXECUTIVE SEMINAR IN FRENCH AND ENGLISH  
TRANSLATION AVAILABLE

## NGN funding: Public / Private Interplay

This half-day roundtable discussion of new broadband networks will be an opportunity to evaluate the importance and modalities of public sector actions in coordination with operators in various world regions, to examine their effectiveness, and to anticipate their impact on the future of the electronic communications sector.

2:30-2:40pm

**IDATE's point of view**

2:40-3:00pm

**Public sector involvement in high-speed and broadband networks: impact in the field, business and job creation**

State intervention is primarily justified in terms of the regional impact that high-speed broadband networks are expected to have. How can the scale of this impact be measured? Not only will direct jobs be created in the design, construction, operation and marketing of these networks, but as they lead to increased competitiveness throughout the entire economy and the development of new services and uses, additional indirect employment will also be generated.

3:00-4:10pm

**Broadband networks: extremely varied forms of public sector involvement in different world regions**

Governments worldwide have adopted very different strategies to address the need for state intervention in the development of their high-speed broadband networks: some states intervene directly, some launch Public Private Partnerships, in other countries, state intervention is managed at regional level.

4:10-4:30pm

**Coffee break**

4:30-5:45pm

**Broadband networks and public sector involvement from the actors' point of view**

Where do private operators and investors stand vis-à-vis Government policy on high-speed broadband? How can private investment and Government initiatives operate in a joined-up fashion to ensure efficient network construction without market distortions? Lastly, what impact might public investment have, in the medium term, on the industrial organization and the regulation of this sector?

5:45-6:00pm

**Conclusive Keynote**



To be published in September:  
**PUBLIC-PRIVATE INTERPLAY IN THE TELECOM INDUSTRY**  
 COMMUNICATIONS & STRATEGIES no. 91 (3<sup>rd</sup> Q. 2013)  
[www.comstrat.org](http://www.comstrat.org) - [v.segura@idate.org](mailto:v.segura@idate.org)



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## Digiworld Economic Journal COMMUNICATIONS & STRATEGIES

Offered on the occasion of this Seminar:  
**No. 92 - Video cord cutting**



"Video cord-cutting" refers to the process of switching from traditional cable, IPTV, or a satellite video subscription to video services accessed through a broadband connection, so called over-the-top (OTT) video. The impact of cord cutting will probably differ among countries, depending on the level of roll-out of digital cable, fibre optic networks, and/or IPTV, on the tariffs of legacy video services, on the quality of broadband access and on national players' strategies.

Regulation will play a key role in this new environment, as a strict enforcement of net neutrality could prevent network operators from leveraging their access to customer base to market their own video services.

Editors: James Alleman, Gilles Fontaine, Raoul Katz, Rémy Le Champion

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## EXECUTIVE SEMINAR - DAY 1 | EXECUTIVE SEMINAR IN FRENCH AND ENGLISH TRANSLATION AVAILABLE

# Video cord-cutting: Much ado about nothing? 6th Trans-Atlantic Communication dialog

The development of OTT (over-the-top) services has left American cable operators facing the threat of mass cancellations of premium TV subscriptions. If the number of cable TV subscribers is indeed diminishing in the United States, it would appear to be due more to competition from other networks than as a direct consequence of Netflix's undeniable success. And at a time when OTT offerings are becoming increasingly available to European consumers too, what steps are being taken on both sides of the Atlantic to adapt to the significant surge in these new services?

Many questions will be covered during this seminar:

2:30-2:40pm

**IDATE's point of view**

2:40-3:40pm

**A new generation of OTT services?**

While Europeans fear the spread of Netflix across the continent, in the United States the internet is turning towards more 'traditional' services. YouTube is launching pay-TV, Google is looking more generally at the idea of a streaming service for traditional TV content and Netflix is garnering less viewers with its series than with those of the networks. The next generation of OTT services could well be a combination of strong brands and successful content from the traditional channels and the comfort and convenience of internet services.

3:40-4:00pm

**Keynote: OTT Services: one window too many?**

The proliferation of the new video services and their rapid rise to success are shaking up the normal organisation of media timelines, fostering the creation of new windows and a reduction in existing operating windows. If the works concerned therefore benefit from new exposure opportunities, the imbalance caused could lead to a loss of value as opposed to overall growth in the sector.

4:00-4:30pm

**Coffee break**

4:30-4:40pm

**Introductory keynote**

4:40-5:40pm

**Video cord-cutting: the face of a boxless future?**

While pay-TV operators are expecting to see their subscribers change over to OTT services, the latter appear to be having difficulty securing their own subscribers' loyalty. Consumers do appear to prefer the TV screen as their primary source of viewing, and the convenience of having a single point of contact. Could the OTT services perhaps find salvation through access to television?

5:40-6:00pm

**Conclusive Keynote**

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## EXECUTIVE SEMINAR - DAY 1 | EXECUTIVE SEMINAR IN ENGLISH NO TRANSLATION AVAILABLE

# Future Internet Networks: how to handle the traffic patterns evolution?

More and more devices connected, more and more service providers, more and more content consumed... leading to more and more data traffic!

That picture of current telecom world leads to the critical role of future networks to sustain the need for more bandwidth and more service combination in a context where operators are focused on network costs savings and generating new revenue.

In this seminar, experts, network equipment providers and operators will draw on how the future Internet networks may look like through the analysis of the major emerging trends by 2025. How and why SDN and network virtualization will be the core of future network architecture?

2:30-2:40pm

**IDATE's point of view**

2:40-3:40pm

**Introducing a new era of network infrastructure with SDN and network virtualization**

Convergence of telecom and IT is really happening. Telcos are looking to leverage cloud computing to benefit virtualization for the re-design of their network architecture. That new approach provides networks with more intelligence allowing them to both rationalize costs and monetize on infrastructure.

3:40-4:00pm

**Keynote**

4:00-4:30pm

**Coffee break**

4:30-4:40pm

**Introductory keynote: Future radio mobile architecture with 5G**

4:40-5:40pm

**Tailoring future networks for the Internet of Things**

The Internet of Things still in a developing phase will lead to the emergence of apps and a proliferation of data pushing to rethink of networking. Developing intelligent networks will be the key to provide analytics on data. So, what are the implications on the Internet ecosystem?

5:40-6:00pm

**Conclusive Keynote**

GO ON DISCUSSING  
**The Networking**  
by Sud de France Développement



# TRACKING GLOBAL MARKETS AND STRATEGIES

**IDATE**  
Consulting & Research

IDATE Research's market report programme 2013 constitutes a natural extension of the work performed by our teams of analysts, as well as our ongoing investments in information and monitoring systems for player strategies and markets. More than just a catalogue of publications, this represents a concrete manifestation of our drive to create a unique solution geared towards understanding and monitoring the Telecom, Internet and Media industries.

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EXECUTIVE SEMINAR - DAY 2 | EXECUTIVE SEMINAR IN ENGLISH  
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# Game Summit

by MONTPELLIER  
Montpellier In Game

## 2014: transition or disruptions?

The Game Summit Conference aims to explore the major themes that are – or will be – making headlines in the field of video games, from artistic, technological, business and industrial points of view.

In the video game industry, constant change is the norm: content, technology, uses, platforms and services – all are continually evolving. At the end of 2013, when the new-generation consoles hit the market, the industry will go into overdrive.

The interactive industry is teeming with creative, technological, industrial and business ideas, with the continual evolution of multi-monitor gaming, connected devices, social integration, content convergence, dematerialisation of consumption and distribution, business models... The Game Summit Conference will cover these developments and explore how the console sector is responding to them.

9:00-9:15am	<b>IDATE's point of view</b>
9:15-10:15am	<b>Round-Table: Turmoil for home consoles?</b>
10:15-10:30am	<b>SNJV Keynote</b>
10:30-11:00am	<b>Coffee break - Sponsored by TDF</b>
11:00-11:30am	<b>Keynote: The new age of visual art</b>
11:30am-12:30pm	<b>Round-Table: Which business models for nomad and ubiquitous games?</b>
12:30-1:00pm	<b>Keynote: Connected toys: gadget or revolution?</b>
1:00-2:30pm	<b>Lunch - Sponsored by TDF</b>
2:30-3:00pm	<b>Keynote: Multi-screen challenges</b>
3:00-4:00pm	<b>Round-Table: Game for good state of the art</b>
4:00 - 4:30pm	<b>Keynote: Innovation through collaboration</b>
4:30 - 4:45pm	<b>Cocktail</b>
4:45 - 5:45pm	<b>Round-Table: Social games key performance indicators</b>
5:45 - 6:15pm	<b>Keynote: The second game conundrum!</b>
6:15-6:45pm	<b>Keynote: About the convergence between video game and animation</b>

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# Around the Digiworld Summit



## JOIN THE DIGIWORLD SUMMIT B2B PLATFORM

Organize your B2B meetings during the Digiworld Summit thanks to the B2B platform of Sud de France Développement.

At the heart of the DigiWorld Summit, The Networking by Sud de France Développement offers you to meet all the attendees and a selection of qualified and targeted professionals with high-growth innovative solutions.

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Once registered online, you will access to your personal profile and organize meetings with new business partners, clients or suppliers whose profile are available on the Digiworld Summit platform. A few days before the event, you will receive your meetings schedule, a way to optimize your time during the two-day conference.

## COME AND DISCOVER TOMORROW'S IT SOLUTIONS

Attend the seminars about the forecast studies of IT markets. Next step: discover tomorrow's solutions and products.

## WELCOME PARTY BY HUAWEI

**Huawei believes that everyone can be the center of information and that the world would be a better place if access and information barriers were knocked down.** Its strong suite of mobile phones, mobile broadband devices and home devices is testimony to Huawei Device's focus on customers and its commitment to providing user-friendly mobile internet experiences through ongoing innovation.

So, Huawei and IDATE are delighted to welcome you at the Montpellier Comedie Opera House, wellknown for opera in France where we will mix tradition and innovation. After the successful 4G launch at the DigiWorld Summit 2012, Huawei is pleased to show its complete range of innovative devices offering a world of possibilities and creating extraordinary experiences for people everywhere.



**Contact**  
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## GALA DINNER

**A major partner supporting innovation in the telecommunications, media and internet industries.** Hosting at IBM Products & Solutions Support Center for many years, IBM has heavily invested in information technologies to help telecom operators, media and internet services providers innovate, transform themselves and improve their operational performance.

## IBM WILL BE PLEASED TO WELCOME YOU ON NOVEMBER 20 AT 7:30

Research from IBM's Center for Applied Insights suggests considerable financial gain is possible by investing in data integration and analytics to provide such insight and allow CSPs to maximize the value of each customer.

## S@TCOM

*Satellite Associate Event*

For the third consecutive year, S@TCOM will be held during the next Digiworld Summit. On that occasion, IDATE and CNES (Centre National d'Etudes Spatiales) will present the new satellite innovations and its positive impacts in the digital economy:

- Several topics in the Digiworld Summit will show the complementarity of satellite with regard to other solutions. Similar to the hybrid broadband/broadcast trend, satellite/terrestrial hybridization will be addressed and discussed, in particular during the executive seminars, by high rank speakers from space domain
- At the demonstration level, S@TCOM dedicated stand will host the space domain companies that will have the pleasure to present a demo on the "Next future satellite connected home".

## MONTPELLIER IN GAME

*Video game and digital creation*

## MIG, 21-22 NOVEMBER, CORUM CONVENTION CENTER. Montpellier In Game (MIG) is a young trade show on video game and digital creation, with big ambitions.

MIG will be taking place at the Corum conference centre in Montpellier on 21 and 22 November. On November 21, MIG and Digiworld Summit will co-host a conference on videogames with top names of the video game world (in 2012, executives from Valve, Ubisoft, Naughty Dog, NVidia, ThatGameCompany, Orange, etc.) For this 4th edition, the event's organiser, Montpellier Agglomération, has scheduled a series of exciting events for professionals, researchers and students in the fields of videogames and digital creation:

- roundtables with a slew of gaming industry luminaries;
- business meetings that provide studios and developers to meet with publishers, distributors and major corporate clients;
- a cocktail party that gives business visitors a chance to enjoy an informal time;
- masterclasses, conferences and game jam ;
- meetings and roundtables dedicated to researchers and professors.



**Further information**

[www.ibm.com/telecom](http://www.ibm.com/telecom)



**Contact**

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**Further information:**

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

[www.montpellier-unlimited.com](http://www.montpellier-unlimited.com)



## The region facilitates and assists in the ongoing development of its digital companies



## REGISTRATION FORM

**Please return to:** Alpha Visa Congrès/DWS 2012 - 624, rue des Grèzes - 34070 Montpellier - France  
Tel: +33 (0)467 030 300 - Fax: +33 (0)467 455 797 - E-mail: [dws@alphavisa.com](mailto:dws@alphavisa.com).

Register online: <http://www.digiworldsummit.com/participate/register/?lang=en>

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Regular rate (1)  
(10/15/2013)

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(1) As the DigiWorld Summit is taking place in France, VAT exemption is not possible

(2) Payment prior to 10/15/2013 or multiple registrations (same company, address for 2 people or more) or universities.

## SELECT YOUR SEMINAR

**20 NOV.** NGN FUNDING  
CORD-CUTTING  
SPECTRUM POLICY  
SMART CITY & DIGITAL LIVING  
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☐ 0711  
☐ 0811  
☐ 0911  
☐ 1011

**21 NOV.** Plenary sessions  
**GAME SUMMIT**

☐ 1511

☐ 1611

## REGISTRATION FOR RECEPTIONS

☐ 19 November 2013 (7:00-10:30pm) - Welcome Party at the Opéra Comédie, Montpellier (3195)

**Registration includes** access to the conference halls, the exhibition, to lunches and receptions, online access to the Summit proceedings, a copy of the special issue of Communications & Strategies (DigiWorld Economic Journal) and a discount on the 2014 Communications & Strategies Review subscription.

**Registrations are final only upon payment in full.** Upon receipt of this form and of your payment, we will issue a confirmation of registration and an invoice. In cases where full payment has not been received before the start of the conference, delegates will be required to pay the outstanding balance upon arrival. Only administrations are authorised post-event payment via government money order, but the present form must be returned with an official purchase order. Certificates of attendance can be issued upon request, and will be delivered by our hostesses on site.

**Cancellations:** all cancellations must be made in writing to Alpha Visa Congrès/DWS 2013. Before 29 October 2013, a 15% service charge will be deducted from reimbursement of registration fees. No refunds will be made after 29 October 2013, and all outstanding payments will be due.

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