



# European VoIP Summit 2016 Agenda



## 8:45 - Registration

9:20 - Introduction

*Matthew Townend (Director - Cavell Group)*

9:40 - Drivers and Roadblocks to SIP & Hosted VoIP Market Expansion

*Alan Foy (MD - Blueface), Sam de Wever (MD - Destiny), Alan Mackie (Product Director - Gamma), Rami Houbby (MD - NFON)*

10:20 - European ISDN/PSTN Switch Off - What Opportunities Does This Drive?

*Gary Pryor (Enterprise Sales Director - 8x8), Steve Best (MD - BT Wholesale), Charles Bligh (MD - TalkTalk), Guy Yaffe (VP of Business Development - Audiocodes)*

## 11:00 - Coffee/Tea Break

11:30 - Opportunity and Threats from Mobility

*Ian Pattison (International CTO, Mobile Division - Mitel), Jed Pell (Head of UC One Sales & Nordics - Broadsoft), Ian Cooper (Head of Communication Products - O2), Paul Holden (Head of UCaaS Enterprise - RingCentral), Micha Cohen (Founder - Xelion)*

12:20 - Empowering the Channel to sell Cloud Services

*Steve Harris (MD - SIPHON), John Whitty (CEO - Solar Communications), Tim Alexander (Director of Partner Sales - ThinkingPhones), Campbell Williams (Group Strategy and Marketing Director - 6Degrees)*

## 12:50 - Lunch Break

### Ludgate Room

13:45 - European Regulation: Risks to the Industry

*Matthew McDermott (Director EMEA Public Policy - Access Partnership), Mark Swarbrick (Head of Telecommunications, Markets, and Regulatory Policy at DCMS)*

14:30 - Best Practices in Mergers and Acquisitions

*Presentation by Michael Quinn (Founding Partner - Q Advisors)*

### Fleet Room

13:45 - Future of WebRTC and Application

*Dave Tubb (Director of Technology EMEA - Genband), Mark Seemann (President and Co-Founder Synety), Miguel Ponce de Leon (CTO - Kodacall)*

14:30 - Future of VoIP Wholesale/IPX

*Stuart Goble (VP Sales and Marketing - Genband), Dries Plasman (VP of Product Management - Voxbone)*

## 15:30 - Coffee/Tea Break

16:00 - Future of the Voice Market

*Simon Burckhardt (MD EMEA - Vonage UK), Mike Wilkinson (VP Market Offers - Broadsoft), Frank Blaauw (Senior Manager Voice Business Services - Liberty Global), Guy Miller (Director of Next Generation Voice Services - TalkTalk)*



16:30 - Closing Remarks and Networking Drinks  
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