

CCA's 2017 Annual Convention

October 25-27

Fort Worth Convention Center

PLEASE NOTE: SCHEDULE OF EVENTS IS AS OF SEPTEMBER 28, 2017.

Tuesday, October 24

8:00am – 5:00pm

AGL Local Summit

Location: Room 201, Second Level, Fort Worth Convention Center

8:00am - Registration, Networking Breakfast & Exhibitor Display

9:00am - Opening Announcements

9:30am - Opening Keynote

10:00am - Panel

10:45am - Networking & Exhibitor Display

11:00am - Panel

12:00pm - Lunch

1:00pm - Presentation by NATE

1:30pm - Afternoon Keynote

2:00pm - Networking & Exhibitor Display

2:15pm - Panel

3:00pm - Closing

3:00pm - 5:00pm - Networking Reception

10:00am – 12:00pm

Community Service Check-In

Location: Grand Lobby, First Level, Fort Worth Convention Center

12:00pm – 5:00pm

Community Service Event

Sponsored by: Appalachian Wireless, ATN International, Bluegrass

Cellular, Brightstar, Carolina West Wireless, Cellcom, Cellular One, Chat Mobility, Docomo Pacific, HTC Inc. Huawei, Interop Technologies, Mobile Nation, Nokia, Northwest Cell, Rivada, Sprint, Teltech Communications LLC, Thumb Cellular, T-Mobile, TNS, Union Wireless, US Cellular

Join CCA for an afternoon of volunteering with The Center for Transforming Lives. Volunteers will help further the Center's mission to "transform the lives of women and children to break the cycle of poverty, through safe housing, early childhood education and financial coaching." Activities may include facilities improvements (e.g. painting, cleaning), preparing holiday care packages, reading to children in child development centers and organizing resale store merchandise.

12:00pm – 6:00pm

Registration Open

Location: Ballroom B/C Foyer, Second Level, Fort Worth Convention Center

3:00pm – 6:00pm

Exhibitor Move-In

Location: Exhibit Hall A, First Level, Fort Worth Convention Center

6:00pm – 10:00pm

CCA's 25th Anniversary Celebration

Sponsored by: Appalachian Wireless, ATN International, Bluegrass

Cellular, Carolina West Wireless, CBNL, Cellcom, Cellular One, Chat Mobility, Docomo Pacific, Ericsson, HTC Inc., Huawei, IDI Billing Solutions, Interop Technologies, Mobile Nation, Northwest Cell, Oracle Communications, Rivada, Sprint, Syniverse, Thumb Cellular, T-Mobile, TNS, Union Wireless, US Cellular, West

Location: River Ranch, Fort Worth Stockyards

Wednesday, October 25

7:30am – 6:30pm Registration Open
Location: Ballroom B/C Foyer, Second Level, Fort Worth Convention Center

7:30am – 12:00pm Exhibitor Move-In
Location: Exhibit Hall A, First Level, Fort Worth Convention Center

8:00am – 9:30am FierceWireless Executive Breakfast: Where will the extra network capacity come from?"
Sponsored by Sprint
Location: Ballroom B/C, Second Level, Fort Worth Convention Center

It's no secret that network traffic is rising precipitously – and the trend is affecting everything from spectrum auctions to fiber buildouts to mergers and acquisitions. Similarly, operators are leveraging a wide range of tools, techniques and technologies to ensure their networks can handle the extra load. Nonetheless, network capacity is finite, and competitive providers are increasingly looking at what additional levers they can pull – be it implementing new spectrum bands, virtualizing new services or deploying additional small cells – to keep pace with user pressures. But how – and when – will these new methods be implemented? What technologies will create the biggest impact? And how close are network operators to exceeding their current network capacity resources today? This panel will dive into these questions and more.

Mike Dano, Editor in Chief, Telecom Group, FierceMarkets - moderator

Jay Bluhm, VP, Network Planning, Sprint

Paul Challoner, Head of Network Product Solutions, Ericsson North America

Craig Sparks, VP – Technology Strategy & Planning, C Spire

Nathan Sutter, Director of Network Operations and Engineering, Nex-Tech Wireless

9:45am – 10:30am CCA Annual Meeting
Location: Ballroom B/C, Second Level, Fort Worth Convention Center

10:45am – 11:45pm Seminar 1: **Drive Better Business Outcomes with Rich and Contextual "In-App" Experience**
Sponsored by: Oracle Communications

Location: Room 201A, Second Level, Fort Worth Convention Center

Mobile and digital landscape is reshaping the way customers interact with businesses. Today's customers expect frictionless, real-time, contextual experiences delivered via mobile and digital channels. Companies must adapt. Learn how Oracle is enabling companies to increase competitive advantage, customer loyalty and revenue, by delivering a rich and contextual experience to their end customers on mobile and web.

Mayank Choudhary, Director – Product Marketing, Oracle Communications

10:45am – 11:45pm Seminar 2: **The Future of Next Generation Communication Networks. What Do You Need to Know to Succeed?**
Sponsored by: Sonus

Location: Room 201B, Second Level, Fort Worth Convention Center

Your communication networks are your revenue foundation. So as these communication networks rapidly evolve, how will you maximize your service offerings to effectively compete in this new landscape? Virtualization and cloud architectures are rapidly changing the way real-time communication and signaling networks are deployed, do you know where to start? WiFi and LTE Calling can generate new sources of revenue or reduce roaming costs, so what are the best and fastest ways to

implement these new services? Security threats, vulnerabilities and fraud against SIP and SS7 networks are growing daily, so how do you protect both you and your customers from being attacked? Sonus' expertise and leadership in these areas helps the global service provider community answer these questions and more. In this session, Sonus will provide valuable insight on how to get started and what to watch out for in order achieve future success.

Mykola Konrad, VP Product Management and Marketing, Sonus

10:45am – 11:45pm Seminar 3: **Are You Just a Horse...or Are You a Unicorn?**
Sponsored by: Fortegra

Location: Room 201C, Second Level, Fort Worth Convention Center

So, what makes you special?

Why would a client choose your company over a competitor?

What are you bringing to the marketplace that others can't?

Are you leveraging the customer experience to build your brand?

Are you carving out a competitive edge to maintain your position in a volatile environment?

Our panel of industry innovators will share how they're disrupting through diversification, what the voice of the customer is really saying, and how they're maximizing relationships to build alliances and share success with industry partners. Join our session and learn how you can stand out from the crowd, and be a unicorn among horses.

Jon Mikow, VP of Wireless, Fortegra - Moderator

10:45am – 11:45pm Seminar 4: **Customer Friction...What you don't know, CAN hurt you.**
Sponsored by: NTT DATA Services, LLC

Location: Room 202A, Second Level, Fort Worth Convention Center

You've all been committed to providing superior networks, plans and coverage. But now, it's about executing a strategy that will allow your customers to have the digital experience they want...and expect. The winner will deliver any content on any device, just in time, all while ensuring their customers have the experience they didn't even realize they wanted. It's your best opportunity to differentiate your service and rise above the competition.

The first step to improving your customers' experience is to know what their current interactions are with your business. Join us as we explore a new way to understand and, most importantly, measure the friction your customers experience. And, learn how to turn that knowledge into competitive advantage to help you outpace your competition.

Brad Rucker, NTT DATA Services, LLC

12:00pm – 1:30pm Opening Keynote and Luncheon
Luncheon Sponsored by T-Mobile

Location: Ballroom B/C, Second Level, Fort Worth Convention Center

12:00pm – 12:30pm Luncheon

12:30pm – 12:45pm **Keynote Remarks by FCC Commissioner Mignon Clyburn**

12:50pm – 1:15pm **Keynote Remarks by Callie Field, EVP, Customer Care, T-Mobile**

1:45pm – 2:00pm Associate Member Meeting

2:00pm – 6:30pm Exhibit Hall Open

Location: Exhibit Hall A, First Level, Fort Worth Convention Center

2:30pm – 3:30pm

Seminar 5: **9-1-1 Essentials: Getting Ready to Deploy VoWiFi**

Sponsored by West

Location: Room 201A, Second Level, Fort Worth Convention Center

Offering VoWiFi coverage can help you gain a competitive advantage. You can meet the service demands of your subscribers while offloading your data/network to WiFi. As our customers transition to 9-1-1 services to VoWiFi, West has uncovered critical lessons about provisioning and call delivery. Join Marcus Andronici as he guides you through a checklist for 9-1-1 and VoWiFi deployments. You'll get key preparation advice, including:

- A look at West's unique VoWiFi solution with proximity check
- Options and approaches for provisioning subscriber data
- Considering your subscribers' device capabilities with respect to location
- Delivering location data that is most appropriate to the PSAP at the time of a 9-1-1 call
- A post-implementation view of your VoWiFi migration

Marcus Andronici, Principal Sales Engineer, West's Safety Services

2:30pm – 3:30pm

Seminar 6: **Seminar 6: Supplemental Rich Data Delivery Beyond ALI**

Sponsored by Comtech

Location: Room 201B, Second Level, Fort Worth Convention Center

With the proliferation of mobile, determining the location of an emergency caller is even more challenging. Call takers rely solely on the call back number and limited data available in the Automatic Location Information (ALI) database, but additional rich data resources are readily available. From indoor location to telematics, this discussion will explore how these supplemental data points can be used to dispatch the most accurate location possible even without fully being NENA i3 compliant.

Megan Stapleton, Director, Product Management, Comtech Telecommunications Corp.

2:30pm – 3:30pm

Seminar 7: **Securing your networks of the future**

Sponsored by Ericsson

Location: Room 201C, Second Level, Fort Worth Convention Center

Powerful and robust communication networks are a foundation of the global economy, and they are already sparking dramatic transformations in industry and society by enabling new ways of innovating, collaborating, socializing and communicating. While this shift to a hyper-connected, open society brings about many opportunities, it will also introduce new threats, risks and obstacles. As greater value is extracted from networks and new business structures, the threats are also adapting, becoming more frequent, more sophisticated and more impactful.

A secure communications infrastructure for 5G and IoT (Internet of Things) is the foundation for the Networked Society. Services for society and business will share similar infrastructure but with different security requirements. These requirements call for a new generation of services that ensure end-to-end security across diverse/innovative architectural models.

Cloud security and data integrity is also one of the top concerns for operators, enterprises, governments and regulators. As data flows across organizational boundaries and nations, it must be protected at all stages - as it is generated, stored, transmitted, and used over both trusted and untrusted ecosystems. Join us in exploring ways to limit risk exposure, protect investment and secure your networks of the future. We will outline past lessons learned and provide guidance on: security considerations for real world 5G deployments; incorporating IoT into existing ecosystems and business models; data integrity, privacy and trust concerns inherent in cloud transformations.

Jason Boswell, Head of Technology & Transforming Consulting, Digital Services, Ericsson North America

2:30pm – 3:30pm

Seminar 8: **Turn It Up to 11: ARPU Amplified**

Sponsored by Fortegra

Location: Room 202A, Second Level, Fort Worth Convention Center

Today's hyper-competitive wireless landscape requires innovative strategies that drive customers to your network and keep them there, maximizing subscriber revenue.

Join Fortegra VP of Wireless Jon Mikow and Fortegra Director of Account Management Paul Dobbins to learn how the right compensation plan can build employee bench strength and create lifelong customers. John and Paul will showcase a successful comp model, share how to scale to address changing business needs, and reveal how to effectively monitor and adjust compensation to amplify your ARPU and blow away customer expectations.

Jon Mikow, VP of Wireless, Fortegra

Paul Dobbins, Director of Account Management, Fortegra

2:30pm – 3:30pm

Workshop 1: **FirstNet and Opting-Out...What You Should Know About the Process**

Location: Room 202B, Second Level, Fort Worth Convention Center

States are at a critical decision-making point to ensure state public safety needs will be met by FirstNet's plans for the nationwide public safety broadband network (NPSBN). Hear from state SPOCs why they issued RFPs, learn the benefits of issuing an RFP, and understand the process for pursuing an opt-out alternative which would enable the state to issue an RFP and select an alternative provider to deploy its FirstNet RAN.

Get the facts on availability of NTIA funds for opt-out states, interoperability with the NPSBN, and use of available bandwidth from the valuable Band 14 spectrum to develop recurring revenue streams for the state.

Berge Ayvazian, Senior Analyst/Consultant, Wireless 20/20 - moderator

John Stevens, New Hampshire SPOC

Brian Shepherd, Colorado SPOC

Scott Edson, Executive Director, LA-RICS

Chief Chris Moore, Retired Chief of Police, San Jose Police Department

John Nakahata, Partner, Harris, Wiltshire & Grannis, LLP

3:30pm – 3:45pm

Break

3:45pm – 4:45pm

Seminar 9: **Legislate, Regulate, Navigate: Working With the New Administration and Congress**

Sponsored by CCA

Location: Room 201A, Second Level, Fort Worth Convention Center

The reach of federal lawmakers and regulators extends deep into rural America and affects how competitive carriers serve their customers. And the FCC and Congress hit the ground running. With a regulatory and legislative landscape populated with new players, politics, and policy ideas, join our policy and regulatory experts for a look inside the White House, halls of Congress, and the FCC to ascertain the best way forward on the critical issues facing competitive carriers.

Kelly Hill, Technology Reporter, RCR Wireless News – moderator

Tim Donovan, SVP, Legislative Affairs, CCA

Glenn Reynolds, Chief of Staff, Office of the Assistant Secretary, National Telecommunications & Information Administration

3:45pm – 4:45pm

**Seminar 10: Messaging Revenue Streams Across All Carriers
Building a new ecosystem: from who participate to how to share value**
Sponsored by tyntec

Location: Room 201B, Second Level, Fort Worth Convention Center

The mobile messaging ecosystem stands on the verge of a huge opportunity. The way enterprises communicate with employees, partners and consumers is changing. They all want real-time, two-way communication. Texting (SMS and MMS) is at the center of that growing demand as enterprises and their CPaaS providers are increasingly integrating texting into various customer engagement and collaboration solutions.

Now, the revenue potential is big enough for all carriers to participate. It's time to build an entirely new ecosystem. In this seminar, Dr. Marco Lafrentz, tyntec's Director of CPaaS Business Line, will present two-way messaging use cases for enterprise-to-consumer communications – with a focus on the mechanics of value creation and sharing behind the scenes. Marco will share deeper insights behind his recent proposal for creating a new enterprise messaging ecosystem in North America that fills the gap between person-to-person messaging (P2P) and application-to-person messaging (A2P) over short code.

The attendees will learn:

- What change in enterprise-to-consumer engagement matters to carriers
- Why the existing ecosystem is not ready for the emerging use cases
- What alternative messaging ecosystem we can create for all carriers to participate in
- How to generate revenue from a new A2P platform build for the new ecosystem.

Dr. Marco Lafrentz, Director of CPaaS Business Line, tyntec

3:45pm – 4:45pm

**Seminar 11: In-store Service. The Final Frontier. Adding Device
Repair to Your Wheelhouse**
Sponsored by AGiRepair

Location: Room 201C, Second Level, Fort Worth Convention Center

Your competitive market consumers are some of the most loyal consumers. With the convergence of broadband, wireless and IoT, what role are you playing in your consumer's holistic demand for technology? How are you addressing the aftercare of mobile devices? In this session, we will discuss business models and best practices for competitive carriers and your partners to add lifecycle solutions including device repair to help deepen your customer relationships. We will share how to navigate the supply chain, technician training, and proven marketing concepts for competitive market leaders to take advantage of this enormous opportunity immediately.

Jeremy Willis, Director of Strategic Partnerships, AGiRepair

Michelle James, Connected Life Programs, The Branding Network

3:45pm – 4:45pm

**Workshop 2: FirstNet...What Does It Mean for the Regional and Rural
Carriers?**

Location: Room 202B, Second Level, Fort Worth Convention Center

Panelists will discuss how FirstNet will impact regional and rural carriers. Understand what "opt-out" really means, the role carriers can play in an "opt-out" scenario and the benefits of "opt-out" to carriers. Panelists will weigh the risks to carriers of a FirstNet/AT&T PSBN in the carrier's state.

Todd Rowley, SVP Business Development, Rivada Networks - moderator

Grant Spellmeyer, VP Federal Affairs & Public Policy, U.S. Cellular

Ben Moncrief, VP Government Relations, C-Spire

William (Willy) Pirtle, SVP Wireless, Shentel

Dr. Michel Guite, CEO, VTel Wireless

10:15am – 11:15am **Session 101: The Crystal Ball – Big Issues Now and Beyond: A Five-Year Outlook** (Business Development Track)

Location: Room 201A, Second Level, Fort Worth Convention Center

Come explore the impacts of the LTE only environment on your business, services, devices, and customer experience.

Marguerite Reardon, Senior Report, CNET - moderator

Arun Bhikshesvaran, Head of Technology & Strategy, Ericsson North America

Andy Germano, Business Development, BEC Technologies

Alexander Maltas, Partner, Hogan Lovells US LLP

10:15am – 11:15am **Session 102: Millennial Mashup** (Marketing/Customer Service Track)

Location: Room 201B, Second Level, Fort Worth Convention Center

As the largest segment of consumers in America, carriers and technology companies increasingly need to focus on outreach to this market segment. Do you think you understand Millennials? This session will provide a foundation on understanding the Millennials market and provide an opportunity to ask questions of this age group and hear directly from them what they want.

Margaret McKoin, President, CMO, The Time Group - moderator

Julie LiaBraaten, Sr. Director, Marketing/Consumer Insights, T-Mobile

Beau Peters, Founder / Practice Leader, Harvest Resource Group, Inc.

10:15am – 11:15am **Session 103: Leveraging your LTE Network for a 5G Migration**
(Technical Track)

Location: Room 201C, Second Level, Fort Worth Convention Center

On the road to 5G, certain steps need to be taken to effectively and efficiently implement this next generation of services. This panel will look at how to access the components of your network, and the features and functionality that will be available on the other side. Topics will include core, backhaul and access network to help carriers meet business demands now and in the future.

Mike Dano, Editor in Chief, Telecom Group, FierceMarkets – moderator

David Debrecht, CTO, US Majors, Nokia

Kevin Kleinsmith, Solutions Architect, Parallel Wireless

Barry Nothstine, Vice President, Sales & Marketing, Bluegrass Cellular

10:15am – 11:15am **Session 104: Life in the Fast Lane: Riding the Spectrum (Low-, Mid-, and High-way)** (Policy Track)

Location: Room 202A, Second Level, Fort Worth Convention Center

The road to 5G is just being paved, but competitive carriers must continue to find innovative ways to leverage existing spectrum and obtain additional low-, mid-, and high-band resources in an ever-expanding mobile market. Next-generation technologies like connected cars, remote surgery, and the Internet of Things will demand network capacity and coverage that can only be satisfied with a varied spectrum portfolio. Buckle up, and join panelists on the road to 5G with a robust discussion of innovative ways to meet consumers' increasing demands for data and mobile services, and an overview of the Administration's work to inspire next-generation advancements.

Paul Kirby, Senior Editor, TRDaily - moderator

Jessica Gyllstrom, Attorney, Telecommunications Law Professionals PLLC

Steve Sharkey, Vice President, Government Affairs, Technology and Engineering Policy, T-Mobile

Johanna R. Thomas, Special Counsel, Communications, Internet and Technology Practice Group, Jenner & Block.

10:15am – 11:15am **NATE Session 1: A View From the Top: How the Industry is Collaborating to Ensure a Safe and Efficient Broadcast Repack Transition**

Location: Room 202B, Second Level, Fort Worth Convention Center

The FCC's historic 600 MHz Spectrum Incentive Auction is a game changer for the wireless industry! This session will update attendees on the current "repacking" progress being made by the industry and highlight how the wireless infrastructure ecosystem is adopting to the spike in work related to the post-Incentive Auction activities associated with repurposing the spectrum and deploying new equipment on communication structures across the country. Panelists will also discuss the challenges of conducting elevated work on massive broadcast structures and the specific workforce training and skills needed to ensure these transition activities are conducted safely and efficiently.

This important infrastructure work will ultimately help pave the way to enable enhanced technologies and networks that are capable of meeting the country's connectivity and data needs moving forward.

John Paul Jones, President, Tower & Turbine Technologies, Inc

J. Sharpe Smith, Contributing Editor, AGL Media Group

Kathy Stieler, Director of Installations and Safety, Electronics Research, Inc

11:15am – 1:15pm Exhibit Hall Open (Lunch is served)

Location: Exhibit Hall A, First Level, Fort Worth Convention Center

11:30am – 1:30pm CCA Board of Director's Meeting

1:30pm – 2:30pm **Session 201: Your Hidden Gold Mine: How to Benefit from Using Customer and Network Data** (Business Development Track)

Location: Room 201A, Second Level, Fort Worth Convention Center

Do you want to know how to prevent churn, improve customer experience, enhance life cycle management and predict and identify new opportunities? Learn how to utilize your existing data sources to drive business transformation and discover available solutions and how they stack up.

Lisa Murray, Integrated Marketing Communications Manager, Interop Technologies - moderator

Kevin Cundiff, Vice President, Services & Development, uBreakiFix

Bob Lafon, Global Business Consultant, The Industry Weapon

Chip Strange, Vice President of Strategy and Business Development, Mosaik

1:30pm – 2:30pm **Session 202: Creating the Omni-Channel Experience**
(Marketing/Customer Service Track)

Location: Room 201B, Second Level, Fort Worth Convention Center

The brick-and-mortar-only consumer is rapidly disappearing. The need for creating a seamless customer experience across all channels is imminent. Learn proven tactics from industry veterans which allows customers to decide when, where and how they want to shop and interact with a brand.

Corrina Hudsonpillar, Marketing & Public Relations Supervisor, Nex-Tech Wireless - moderator

Jason Raymer, Director-Sales, Bluegrass Cellular - moderator

Tom Cox, Founder and CEO, 15gifts

John Mitchell, VP Carrier and Retail Services, Brightstar Corporation

1:30pm – 2:30pm **Session 203: Complementing your Network with Unlicensed Spectrum**
(Technical Track)

Location: Room 201C, Second Level, Fort Worth Convention Center

With the user experience at stake, the ability to efficiently deliver service in all areas will continue to be the baseline expectation of your customers. As spectrum is our most scarce resource we should naturally be inclined to look at efficient utilization and ways to compliment and extend our reach.

During the panel we will explore:

- Meeting the data demands of today and future use.
- CBRS
- Devices/CPE

Jeff Bankston, Sales Director, TDS Telecom, Nokia

Paul Challoner, Head of Network Product Solutions, Ericsson North America

Steve Sharkey, VP, Government Affairs, Technology and Engineering Policy, T-Mobile US

1:30pm – 2:30pm **Session 204: Power of the Purse: Leveraging USF and Tax Reform to Expand and Update Broadband Networks** (Policy Track)

Location: Room 202A, Second Level, Fort Worth Convention Center

It's official: President Trump announced that rural broadband will be included in the Administration's Infrastructure spending bill. But is this just more fake news? From improving coverage maps to cutting tower and antenna siting red tape, Congress and the FCC are focused on expanding broadband connectivity and catalyzing economic success in rural America. Now, stakeholders must articulate clear proposals for financing next-generation networks, including Universal Service Fund reform, cutting infrastructure siting costs, and tax proposals designed to maximize the utility of each hard-earned dollar invested in CCA member communities. Join CCA and our panel of experts to address how the FCC and Congress will boost infrastructure funding and streamlining, and what should be at the top of competitive carriers' wish lists.

Diana Goovaerts, US Editor, Mobile World Live, GSMA – moderator

Claude Aiken, Legal Advisor, Wireline, FCC

Jennifer Bagg, Partner, Harris, Wiltshire & Grannis

Michele Farquhar, Partner, Hogan Lovells

1:30pm – 2:30pm **NATE Session 2: Transforming Wireless Through NWSA Certification**

Location: Room 202B, Second Level, Fort Worth Convention Center

This session will educate attendees on the National Wireless Safety Alliance (NWSA) nationwide certification programs available to the wireless industry workforce that assess a tower technician's knowledge, skill and ability.

The NWSA's certification examinations are aimed at developing a safer, more knowledgeable industry workforce through the organization's individual technician certification process. The philosophy is that if the technician's knowledge and skills are improved, the skills of the workforce, as a whole, will rise within the industry. The credentialing program allows customers to verify an individual's real-time status with online verification.

The presentation will also highlight the prominent role that wireless carriers are playing in the governance of the organization and provide information on the opportunities available to carriers on how to support NWSA certification requirements in the marketplace.

The NWSA's assessment and certification programs will ultimately elevate safety and quality and have a transformative impact on the wireless industry's workforce.

Don Doty, Regulatory Compliance Advisor, FDH Velocitel

Duane MacEntee, Partner, Barker MacEntee PLLC

2:30pm – 2:45pm

Break

2:45pm – 3:45pm
Development Track)

Session 301: Evolving Your Business Products to Support IoT (Business

Location: Room 201A, Second Level, Fort Worth Convention Center

Are you tired of chasing one off IoT opportunities? Come learn how to create a multi-faceted IoT strategy that opens new revenue opportunities for you and your customers.

Rahul Bhardwaj, Head of Smart Cities and IoT, Nokia

Dr. Brenda Connor, Head of Smart Cities and ITS, Ericsson North America

Noelani McGadden, VP of Strategic Accounts, Senet, Inc.

2:45pm – 3:45pm **Session 302: Leveraging Local Advantage** (Marketing/Customer Service Track)

Location: Room 201B, Second Level, Fort Worth Convention Center

You may not have a BIG carrier marketing budget, but you can still win super loyal customers! In this inspiring and insightful breakout session learn how to leverage your local advantage. We'll share best practices and easy-to-apply tips to 10 forge mutually beneficial local partnerships with non-profits, maximize your ROI on community involvement, establish trade agreements with marquee organizations, and secure compelling endorsements. Our guest panelists are known for their no-nonsense approach to this essential and affordable facet of PR, and they will share many interesting examples. You're guaranteed to walk away with great ideas that you can implement immediately— to bear fruit in both the short term and long term.

Jon Mikow, Vice President, Wireless Sales, Fortegra – moderator

Ximena Cuevas, Senior Director, Brand Marketing, T-Mobile US

Jackie Mallory, Chief Sales and Marketing Officer, Carolina West Wireless

Barry Nothstine, VP Sales & marketing, Bluegrass Cellular

2:45pm – 3:45pm
(Technical Track)

Session 303: Managing Demand on the Network & Data Consumption

Location: Room 201C, Second Level, Fort Worth Convention Center

Consumer demand on the network continues to increase. How can carriers characterize and control traffic to minimize network impact with minimal investment? This session will address strategies, solutions and alternatives to densification or investing in additional spectrum.

2:45pm – 3:45pm

Session 304: Start-up Pitch Competition (Policy Track)

Location: Room 202A, Second Level, Fort Worth Convention Center

Start-ups are revolutionizing the wireless industry, providing competitive carriers with unique offerings to compete in an ever-changing mobile ecosystem. Join this session to hear from some of the industry's most promising businesses as they present their innovative products and services, and vote on your favorite! The winner will receive a special prize package valued at over \$10K. This session is open to all attendees.

Kim Caronchi, Director of Business Development, CCA - moderator

2:45pm – 3:45pm

NATE Session 3: Elevate Wireless: The Utilization of Drones at Communication Tower Sites

Location: Room 202B, Second Level, Fort Worth Convention Center

The session will educate attendees on the safety and efficiency benefits associated with the integration of UAS at communication tower sites. The presentation will examine all of the present and future applications associated with UAS utilization in the wireless industry. Wireless industry UAS use cases to be explored include the following:

- UAS Replacing the Need for Tower-Site Bid Walks

