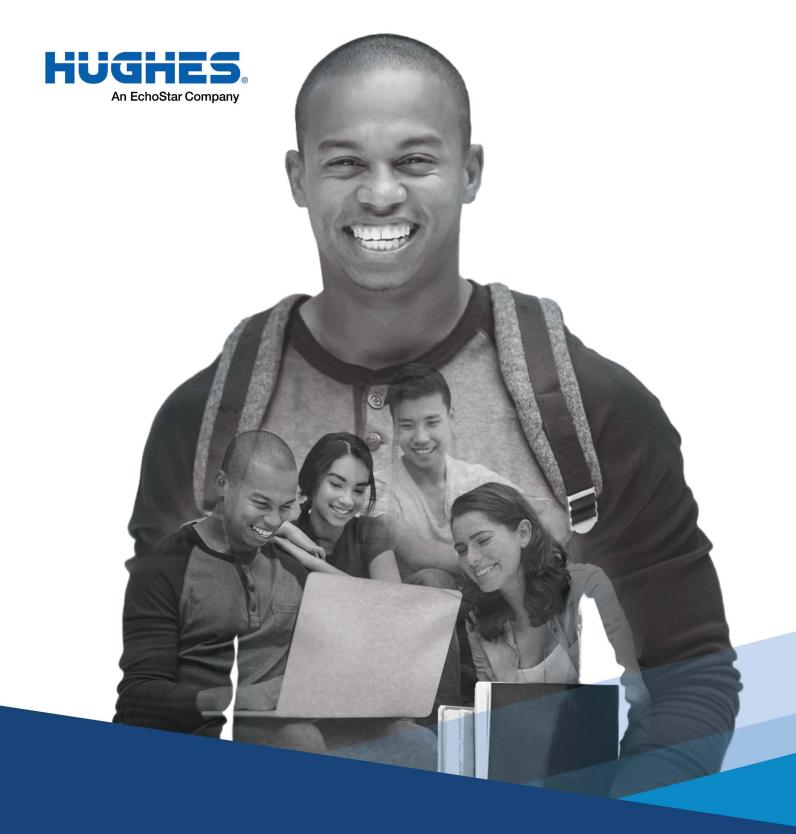


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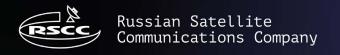




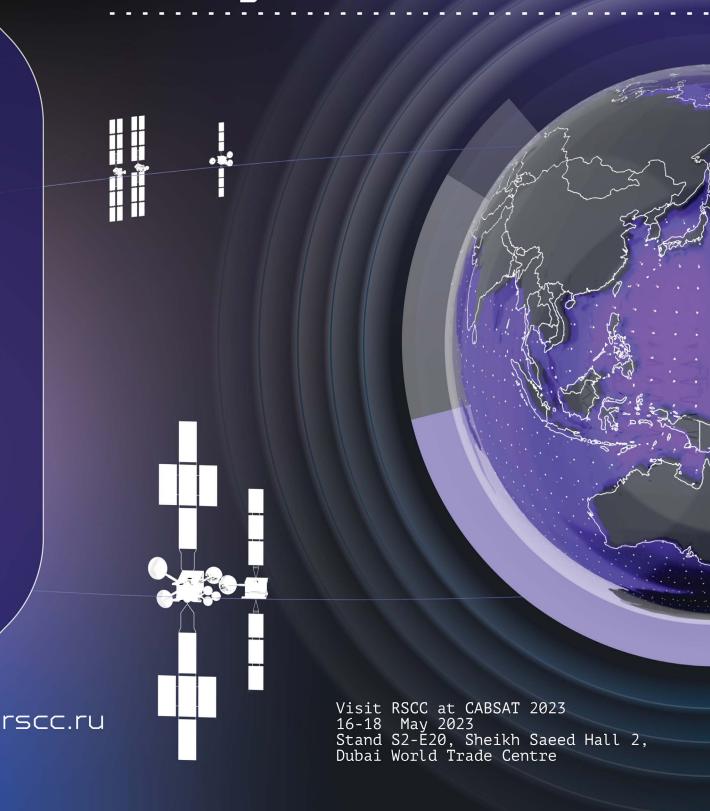




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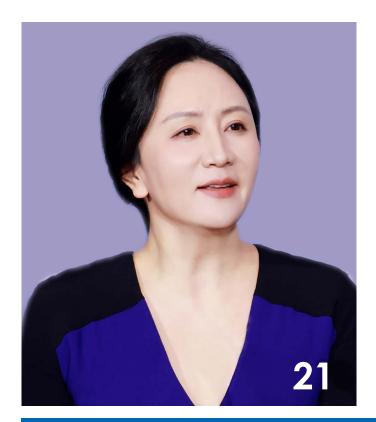
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#### **Editor's Note**



Dear Readers,

Welcome to the latest edition of Teletimes.

The month of May brings our focus to SAMENA Telecommunication Council's annual flagship event, the SAMENA Telecom Leaders' Summit. The Leaders' Summit 2023 will promote communication, discussion, and engagement through discourse among stakeholders from various industries, including globally recognized technology companies, emerging leaders within the digital ecosystem, policymaking bodies, advocacy institutions, change-makers, and decision-makers in the digital economy. The focus will be on addressing industry issues, real-life challenges, and problems to seek feasible solutions that support the objectives of Member States, the ITU, the UN Broadband Commission, and the broader private sector.

As always, Huawei will be one of the main leaders at the event. You will find in this edition an interview with Steven Yi - President, Huawei Middle East and Central Asia talking about the on-going challenges in the Middle East telecom industry and Huawei's role in it. I would also recommend reading the interview with Bocar A. BA CEO & Board Member, SAMENA Telecommunications Council who talks about the focus of this year's Leader's Summit and the need for industry wide collaboration at high-level.

In this edition, you will also find pre-event coverage of CABSAT 2023 being held on 16-18 May in DWTC, Dubai, to which Teletimes International is a Media Partner.

I would also like to take this opportunity to encourage our readers and contributors to follow us on social media (primarily LinkedIn and Twitter) where we will be much more active in the future. You will also be seeing a complete revamp of our newsletters and e-magazine - more on that in the next edition!

As always, you will find the latest news and updates from the industry in this edition of Teletimes. Your feedback is welcome on info@teletimesinternational.com

Enjoy Reading!

Khalid Athar
Chief Editor



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## Huawei

maintains
long-standing
partnerships to
integrate digital
and sustainability
for a better,
greener future

Steven Yi - President Huawei Middle East and Central Asia talks to Teletimes International

Interview: Gulraiz Khalid

Gulraiz Khalid: Having a long experience in ICT in MEA and other parts of the world, could you share your views on the digitalization journey of the Middle East region

**Steven Yi:** ICT presents an opportunity for Middle East countries to leapfrog legacy economic models and drive new and sustainable growth. Combined with a renewed focus on innovation backed by significant investment in R&D, it provides a clear path toward progress and future development for regional economies. ICT also enables industry digitalization, sparks innovation and makes other industries green.

Many countries have turned to digitalization and the digital economy to address socioeconomic challenges. And the results are clear: Throughout 2022, we have seen a marked increase in the adoption of digital technology and services among governments, industry organizations, enterprises, and consumers.

Investing in digital infrastructure is the cornerstone of accelerating digital transformation and promoting digital economy development. Accordingly, Huawei believes that regional countries are on the right track of Public-Private partnerships to leverage the advantages of professional companies to forge a sustainable national digital infrastructure operations mode through market-oriented services.

Governments can utilize digital infrastructure for local ICT ecosystem aggregation and open technology platforms and service scenarios to drive the growth of local ICT enterprises. Countries in the region are investing in enhancing their digital strategies, revamping their socio-economic development plans and national visions focused on digital transformation and racing to be the first to deploy the latest technological innovations. Huawei maintains long-standing partnerships to integrate digital and sustainability for a better, greener future. Huawei has helped millions of enterprises with digital transformation by building more than 1,500 networks in collaboration with carriers worldwide and connecting over 3 billion people worldwide.

#### GK: What key technology currently plays a critical role in digitalization and building the digital economy?

**SY:** Innovations in 5G, cloud, Al and other new fields are pushing the digital economy into a new development phase. The Middle East is ahead of many other regions in many of these domains. Because of the fast roll-out of 5G, some regional countries are a reference point for how technology can help to advance the development of all industries, especially when integrated with technologies such as cloud and AI. They can build on this foundation to pioneer the next generation of ICT technologies, including 5.5G, cloud, AI, and more.

Huawei first proposed an outline for 5.5G in 2020, and 3GPP officially named the concept "5G-Advanced" in 2021. As an upgraded version of 5G, 5.5G features will power future industry scenarios such as the IoV, IoT, robotics, and manufacturing and serve as a key driving force of the digital economy. 5.5G will upgrade network capabilities by 10X, support 10 Gbps experience, and enable 100 billion connections and native intelligence for numerous services. In short, 5.5G is necessary to build an intelligent world. Cloud is the foundation of digital transformation and provides the building blocks for other advanced technologies driving our digital world, such as AI, IoT, and more. Huawei's cloud strategy is built around Everything-as-a-Service. In the future, all devices, sensors, and all things will be connected, and all infrastructure and applications will be cloud-based. We believe all applications

> The core of carbon neutrality is low carbon at the production end, electrification at the consumption end, and intelligence at the management end

we can run on the cloud should be migrated to the cloud. Additionally, we need to embrace Al and let data play its part in supporting operational decision-making. When facing the intelligent world, the right strategy should be all-digital, all-cloud, Al-driven, and everything as a service, including Infrastructure as a Service, Technology as a Service, and Expertise as a Service.

EE

HUAWEI CLOUD continues to evolve with an ever-increasing number of services. In 2022, Huawei Cloud invested US\$100 million into upgrading the Huawei Cloud Developer Program. The program has attracted over 3,000 enterprises, produced over 2,300 joint solutions, and certified more than 16,000 developers. By the end of 2022, the number of Huawei Cloud developers worldwide had





Cybersecurity challenges must be addressed through technological innovation, knowledge sharing, standards development, verification, and other internationally credited measures



increased from 2.6 million to more than 4 million. In the Middle East, the cloud customer base more than doubled in 2022.

Al is a significant driving force enabling businesses to unleash their full potential. Al will be the foundation of the industrial sector's unprecedented digital transformation and business innovation. It offers new paths toward growth for manufacturing, service, and other industries, reshaping the world economy and bringing new opportunities for societal development.

GK: How important is it to maintain the highest level of cybersecurity in line with international standards when handling accelerated technologies deployments such as 5G, AI, Cloud and big data?

**5Y:** As the world grows more interconnected, digital, and intelligent, cyberspace is becoming an integral part of life, business, and the economy. The world's data and networks must be secure to amplify the benefits of the digital economy. This is a challenge as the vast amount of personal and corporate data produced daily has exponentially expanded the attack surface that cybercriminals could effectively exploit.

Huawei believes that cybersecurity is a shared responsibility. Cybersecurity challenges must be addressed through technological innovation, knowledge sharing, standards development, verification, and other internationally credited measures. Huawei has a proven track record in cybersecurity globally.

Over 70 cybersecurity certifications were awarded to Huawei, providing customers with internationally recognized security assurances.

We work with regional partners to build a robust regional cybersecurity foundation. Our collaborative approach to cybersecurity is demonstrated by our membership in the Organization of the Islamic Cooperation – Computer Emergency Response Team (OIC-CERT). Huawei was part of the OIC-CERT 5G Security Framework Working Group to support delivering a robust 5G security and demonstrate 'our vision of open collaboration to tackle security challenges.

The industry recognizes Huawei's cybersecurity excellence. We were recently awarded the Network Security Innovator of the Year at the ITP.net Security Leadership Awards held against the backdrop of GISEC Global 2023 for our Multilayer Ransomware Protection Solution. Judges picked Huawei for developing the industry's first Data Center Multilayer Ransomware Protection solution, transforming cybersecurity protection capabilities from passive response to proactive defense. Huawei participated at GISEC Global 2023 as the Lead Strategic Partner, displaying the diverse range of its latest cybersecurity solutions, innovations for digital transformation, and successful use cases.

We must continuously improve cybersecurity to safeguard the development of our digital economy, which entails both challenges and opportunities. That means building digital trust and making critical infrastructure both more

secure and more resilient. That means guiding enterprises through the digital transformation process, implementing management and technical measures to control risks, ensuring compliance, and protecting both networks and data. Overall cybersecurity and privacy protection is about dealing with the daily details of good practice. It is not always exciting, but it does keep the world moving forward in a positive way.

GK: How important is it to focus on green technologies development and carbon neutrality when planning to achieve more milestones in digital transformation? How about telecom network sustainability?

**5Y:** ICT technologies are at the very core of the digital economy. They are what drive industrial upgrades and the business development of enterprises. Digitalization, intelligent transformation, and green development are the way forward.

The explosion of data in the digital era is straining the industry's commitment to reducing its carbon footprint. According to third-party research, data traffic generated by digital services is expected to grow 13-fold over 2020 by 2030. Unless energy efficiency improvements are made, the ICT industry's energy consumption and carbon emissions will see a 2.3-fold increase.

The core of carbon neutrality is low carbon at the production end, electrification at the consumption end, and intelligence at the management end. Huawei is working with regional partners to increase the proportion of electricity generated with green energy, improve the power consumption efficiency of various sectors, support the development of green energy, and achieve energy conservation, emission reduction, and OPEX savings.

Huawei Digital Power looks at five areas of business globally: Smart PV, data center facilities, mPower for electric vehicles, site power, and integrated energy solutions. By the end of 2022, Huawei Digital Power had helped customers generate 695.1 billion kWh of green power and save 19.5 billion kWh of electricity. These efforts have offset 340 million tons of

CO2 emissions, equivalent to planting 470 million trees.

Apart from enabling industry digitalization and innovation, ICT can help other industries go green. Recently at COP27 in Egypt, Huawei spotlighted the "enabling effect" of ICT, which is "making other industries greener". We noted that 5G, AI, data analytics and cloud computing would improve industrial processes in a way that cuts energy use and lowers carbon emissions. In the same way, ICT enables a smart streetlight to turn itself off when no one is around, 5G wireless base stations can automatically shut down when there is no data traffic, saving energy.

To this end, members of the ITU-T, including Huawei, have proposed a standard for measuring network energy use. Known as the Network Carbon Intensity energy metric, the standard was approved by ITU-T on October 19, 2022.

GK: ICT talent is a cornerstone in the digital era. How important is nurturing local talent in realizing the ambitious targets of the ME countries' national plans and visions?

**SY:** The importance of an effective talent development strategy for the region's digital transformation cannot be overemphasized. While regional universities have expanded their ICT offerings, the demand for ICT skills is rising exponentially while new technologies are emerging daily. Therefore, enabling solid capacity-building for the youth in ICT is a prerequisite in today's digital world, as is upgrading and upskilling for experienced hires or anyone considering a mid-career switch.

Huawei has a long and proud history of collaboration with governments, academia and industry to enrich the region's IC talent ecosystem. CSR initiatives such as Seeds for the Future, the annual Huawei ICT Competition, Huawei ICT Academy, joint innovation centers, labs and other CSR initiatives empower thousands of Arab youth annually to supercharge their ICT careers. In the Middle East, Huawei has set up 186 Huawei ICT Academies, and more than 4,000 students have participated in the flagship program Seeds for the Future, while over 57,000 people have obtained Huawei certification. We also have trained over 150,000 ICT talents for the Middle East and are committed to achieving more in collaboration with our partners.

Developing a robust digital talent ecosystem, sharing ICT knowledge and skills, and helping universities cultivate digital talent will continue to be among out key targets.

GK: With all the challenges Huawei is going through, there is still high confidence in maintaining your customer-centricity approach and your ability to continue delivering innovations up to your customers' expectations. Can you tell us where this confidence comes from and how you see Huawei's future in the region?

SY: Huawei recently released its 2022 Annual Report and we reported steady operations throughout 2022, having generated USD92.37 billion in revenue and USD5.12 billion in net profits. Huawei's success has traditionally

relied on its strong R&D foundation. The company's R&D investment reached \$23.22 billion in 2022, representing 25.1% of its annual revenue and bringing its total R&D expenditure over the past ten years to more than USD 140.55 billion.

Huawei's ongoing innovation in ICT standards over the past 20 years has led to many high-value technologies and patent portfolios in domains like 5G, Wi-Fi, mobile communications, short-distance communications, and audio/video codecs. By the end of 2022, Huawei held over 120,000 active patents. Hundreds of companies have already signed agreements or set up patent pools with Huawei to use our patented technologies.

This same commitment to innovation will help Huawei face its challenges while continuing to deliver value to customers, partners, and the communities we serve.



Cloud is the foundation of digital transformation and provides the building blocks for other advanced technologies driving our digital world, such as AI, IoT, and more





#### **CABSAT 2023 to gather major production** and broadcast market players to spotlight innovative technologies in the sector

CABSAT 2023, the flagship event for content creation, production, distribution, digital media, and satellite communication will highlight the latest trends and explore innovation and new technologies poised to transform the future of live media and the entertainment sector. The annual gathering, which is being held from May 16 to 18, 2023 at the Dubai World Trade Centre (DWTC), will assemble major national and international production and broadcast market players; experts, thought leaders, business owners and distributors from around the world, showcasing their innovative technologies and concepts.

The 29th edition of CABSAT comes at a time of positive growth in the industry, with the Middle East's media and entertainment market projected to grow by 7.4 per cent CAGR between 2021 and 2026 to reach USD 47 billion. To foster enterprises with a high potential for economic expansion and job creation, governments in the Middle East and North Africa (MENA) region have shown significant support for the entertainment industry.

Against this backdrop, the three-day exhibition will provide an ideal platform for industry experts and leaders from the community of producers, directors, broadcast technology, channel distributors, content publishers and more, to share best practices and discover the latest innovative production and broadcast technologies that have the potential to further boost the entertainment market in the MENA region. Amongst exhibitors at the show will be Ofir Benovici, Chief Executive Officer of the Turkish production company, Zero Density. He said: "As a pioneer in virtual studio, AR, XR, and real-time graphics, we aim to revolutionise the broadcast, live events, and e-sports sectors by implementing cutting-edge technologies. Our virtual studio



solutions, including the Unreal Engine Native platform, Reality Engine, which features a real-time compositing system and its built-in keying technology, Reality Keyer, have been employed by some of the biggest companies worldwide for major events ranging from the Olympics to the FIFA World Cup. Through CABSAT, which provides an excellent platform to present our cutting-edge solutions, we intend to boost our network and reshape the future of the regional broadcast sector. In addition, we seek to explore new possibilities for growth in the industry."

Addressing the mega technology trends, the broadcasting industry has latterly become more reliant on Video on Demand (VOD). By the end of 2023, it is anticipated that the VOD sector will generate USD 174.80 million in revenue, which will expand at an annual rate of 5.04 per cent to reach a projected market volume of USD 215.7 million by 2027. With a market volume of USD 157.10 million in 2023, Video Streaming (SVoD) is considered to have the biggest potential. Currently, the most lucrative monetisation strategy is SVoD, which makes up the largest portion of the OTT (over-the-top) industry. As the broadcast television industry is evolving, and it must adapt to stay relevant by shifting from being a TV broadcaster to an all-encompassing broadcaster.

Pavel Potuzak, CEO of Aveco, said: "CABSAT provides the perfect opportunity to assemble the entertainment and media communities from around the MEASA region under one roof to highlight the most recent technological breakthroughs and innovations in creating the next generation of content. We are thrilled to be a part of this landmark event, with Harmonic the worldwide leader in video delivery technology and services at our booth, and to share our recent developments and technologies in the field of broadcasting. Our host of solutions are targeted at transforming the broadcasting sector, including studio production automation from designing to delivery, media asset management, master control automation, automated playout, among others. Aveco's technologies and solutions are used by more than 300 broadcasters in Europe, the Americas, Asia, and Africa to modernise and simplify their processes."

Bringing together stalwarts of content creation and broadcast sectors with upand-coming disruptors presenting the latest advances from the industry, the 29th edition of CABSAT is on course to drive the industry's transformation through its well-established position as a major business, innovation, and knowledge exchange platform in the media and entertainment sector.





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#### **Huawei and CSA UAE Chapter to jointly promote** industry standards in cloud security and accelerate **UAE cybersecurity capability and ecosystem**

The Cloud Security Alliance (CSA) UAE Chapter has signed an MoU to promote cloud security awareness, professional training and certification.

The MoU was signed during Gulf Information Security Expo & Conference (GISEC) Global 2023 by Shivani Jariwala, President of Cloud Security Alliance UAE Chapter, supported by CSA-UAE Board members Hadi Anwar and Osama Salah, and Frank Dai, President of Huawei Cloud Middle East & Central Asia on behalf of Huawei and witnessed by H.E Dr. Mohamed Al Kuwaiti, Head of Cybersecurity, UAE Government.

Shivani Jariwala, Cloud Security Alliance UAE Chapter President, said, "It is recognized that collaboration among cloud industry stakeholders to promote cloud security awareness is key to a safer UAE's cyberspace. As the world's leading organization involved in promoting cloud security awareness, professional training and certification, CSA supports this mission by continuously providing innovative research results and excellent best practices for the industry. Our partnerships like Huawei will support our objectives to expand our capabilities and contribute to the industry's ability to foster a safer cyberspace for all."

Frank Dai, President of Huawei Cloud Middle East & Central Asia, said, "Huawei remains committed to supporting UAE's efforts as the country accelerates its digital transformation journey. We value partnerships like this with the CSA UAE Chapter to contribute our capabilities to support the creation and maintenance of a strong and vibrant cloud security local ecosystem and strengthen the government's efforts to position the UAE as a trusted digital oasis."



Dr. Mohamed Al Kuwaiti said, "This MoU signing marks strategic cooperation between both sides to promote UAE cloud security knowledge transfer and education and nurture a strong cloud security talent pool. This will support national cybersecurity capacity building and proactively align with the UAE government's efforts in positioning UAE as a globally trusted digital hub."

The world faces an acute cybersecurity talent shortage, with 56% of security professionals globally saying that cybersecurity staff shortages are putting their organizations at risk. It is, therefore, imperative that all stakeholders work together to enhance capacity and skills development in the sector.

Huawei participated at GISEC Global 2023 as the Lead Strategic Partner where it displayed the diverse range of its latest cybersecurity solutions, innovations for digital transformation, and successful use cases. At the event, Huawei was also awarded the Network Security Innovator of the Year at the ITP. net Security Leadership Awards held against the backdrop of GISEC Global 2023 for its Multilayer Ransomware Protection Solution. Judges picked Huawei for developing the industry's first Data Center Multilayer Ransomware Protection solution, transforming cybersecurity protection capabilities from passive response to proactive defense.





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#### (ISC)<sup>2</sup> UAE Chapter in first joint showcase with strategic partner Huawei to promote cybersecurity awareness in the UAE

(ISC)<sup>2</sup> UAE Chapter has partnered with Huawei to showcase its portfolio and share its expertise in the cybersecurity industry with visitors during the recently concluded GISEC Global 2023. The joint participation aimed at promoting cybersecurity awareness, professional training and certification while contributing to the development of the local cybersecurity ecosystem.

This collaborative approach helps forge a robust talent pool within the local cybersecurity ecosystem in the UAE. Moreover, ongoing collaboration between (ISC)<sup>2</sup> UAE Chapter and Huawei helps to proactively respond to UAE's capacitybuilding efforts in cybersecurity.

Suresh Nair, (ISC)<sup>2</sup> UAE Chapter President said: "As the leading global organization involved in cybersecurity training and certifications, (ISC)2 UAE Chapter has been consistent in our support for UAE's cybersecurity, digital security protection and digital trust with world-class skilled experts, advanced ideas, and practical knowledge. Our efforts also help furnish UAE cybersecurity professionals with the skills and competencies to safeguard the country's digital economy. Further, our partnership with Huawei efficiently expands



our interaction with the local cybersecurity ecosystem to help protect the country's critical assets."

Aloysius Cheang, Chief Security Officer, Huawei Middle East & Central Asia, said: "The collaborative exhibition between (ISC)2 UAE Chapter and Huawei at GISEC is one in a series of partnerships to develop a strong and vibrant local cybersecurity ecosystem. Simultaneously, the presentations at GISEC mark a new milestone in strengthening a cybersecurity ecosystem with talented and professional cybersecurity experts."

Clar Rosso, (ISC)<sup>2</sup> Global Chief Executive

Officer, said: "A more secure, trustworthy and prosperous cybersecurity ecosystem requires joint efforts of diversified partners from professional associations, enterprises and regulatory authorities to keep forward. It is great to witness that (ISC)2 UAE Chapter and Huawei working together to promote cybersecurity awareness, professional training, and certification for cybersecurity professionals in the UAE. While facilitating the country's cybersecurity knowledge transfer and education, those efforts will ultimately nurture a strong cybersecurity talent pool to enhance UAE's cybersecurity capacity building."

#### Huawei announces 2023 Q1 business results

Huawei has announced its business results for the first quarter of 2023. In Q1, Huawei generated USD19.2 billion in revenue, with a year-on-year increase of o.8% and a net profit margin of 2.3%.

Overall business results were in line with forecast. Huawei has yet again increased investment in R&D to keep innovating

for the future, create new value for its customers, partners, and the communities worldwide, and promote quality development.

The company has recently released its 2022 Annual Report and audited financial results, reporting steady operations throughout 2022, having generated USD92.37 billion in

revenue and USD5.12 billion in net profits.

Huawei continued to strengthen investment in R&D, with an annual expenditure of USD23.22 billion in 2022, representing 25.1% of the company's annual revenue and bringing its total R&D expenditure over the past 10 years to more than USD 140.55 billion.



Aims to address the complex, sustainability aspects of connectivity and associated impact on digital ecosystems and digital economy to the next level

#### **Bocar A. BA**

CEO & Board Member. SAMENA Telecommunications Council

Teletimes: SAMENA Council is preparing for the next edition of its flagship industry leadership event. Please share more about this interesting upcoming activity - what is the agenda in 2023?

Bocar A. BA: As Teletimes is fully aware, for over a decade, the SAMENA Council's

Leaders' Summit has strongly positioned issues, private-sector players, and leaders in ways that should support our collective business, societal, and innovation-centric goals. With this aim in mind, the 2023 edition of the Leaders' Summit in Dubai in May will succeed a well-collaborated leadership meeting organized by SAMENA Council in Riyadh earlier this year. Leaders' Summit 2023 takes SAMENA Council's aim to address the complex, sustainability aspects of connectivity and associated impact on digital ecosystems and digital economy to the next level. This includes addressing the evolution of 5G, business and societal needs for digital competence



and choice in developing markets, secure as well as sustainable cyber space while greening our ICT development, and other important areas for consideration in sustainable development. The Leaders' Summit 2023 has an exceptional participation of stakeholders, and privileged patronage and participation from the UAE government bodies, such as TDRA-UAE and UAE Cyber-Security Council, as well as collaboration from the Industry's leading ICT bodies, including the ITU and Smart Africa, various GCC government entities such as National Cybersecurity Council from Saudi Arabia, the UN Broadband Commissioners, leading Telecom Operators, including Mobily, stc Group, Zain Group, Digital Platforms, and Technology Providers, including Yandex and Huawei Middle East & Central Asia. Fundamentally, our agenda this year is to achieve new milestones in industry collaboration and multi-stakeholder cooperation-building in pursuit of SAMENA Council's advocacy targets.

TT: Teletimes notes that the theme of Leaders' Summit 2023 focuses on ecosystems. From your perspective, what is required for creating successful, sustainable digital ecosystems?

**BB:** I believe there are several key factors that need to be taken into consideration when creating successful, sustainable digital ecosystems. First, it is important to ensure that all stakeholders are properly engaged and have input in the design and development of the ecosystem. Second, it is important to ensure that the ecosystem is built on a secure infrastructure and is resilient to threats, including but not limited to cyber threats. Third, it is important to ensure that the ecosystem can scale and adapt to a rapidly changing digital environment. Finally, it is important to ensure that the ecosystem has the support that is needed to be successful, such as funding and constant engagement and innovation support from technology partners.

TT: How can digital platforms be designed to promote sustainable connectivity and



sustainable emerging ecosystems in the digital economy?

BB: There are three key considerations

Digital platforms can be designed to promote sustainable connectivity and sustainable emerging ecosystems in the digital economy by creating an open and equitable environment for users, incentivizing positive behavior, and investing in technologies that promote sustainability. Platforms should ensure that users have access to the same resources and services regardless of their location or socio-economic status. This could be accomplished by providing access to low-cost or free digital services and by supporting open-source technology. This has particular interest and impact in the emerging markets.

Secondly, digital platforms should incentivize positive behavior and discourage practices that are detrimental to the digital environment. This could be achieved by offering rewards for users who adhere to sustainable practices, such as recycling or reducing waste. Additionally, platforms could incorporate features that promote energy efficiency and limit the carbon footprint of users.

Finally, platforms should invest in

technologies that promote sustainability, both in the digital environment as well as the physical environment we operate and live in. This could include technologies that enable renewable energy sources, such as solar, wind, or hydro power, as well as technologies that reduce emissions and encourage the use of sustainable materials. Additionally, platforms could provide resources and support to businesses that are developing innovative products or services that are focused on sustainability. By investing in these technologies, platforms can help build an environment that is more sustainable and resilient in the long-term.

Having said that, however, businesses and governments do need to work together to develop regulations and policies that promote sustainability in the digital economy, such as incentivizing the development of renewable energy sources for powering digital services and ensuring data centers are implemented with energyefficient designs, for instance.

TT: You mentioned developing markets... What kind of ICT infrastructure is necessary to support the growth of digital economies in emerging markets?

BB: To support the growth of digital economies in developing markets, there needs to be a reliable and secure ICT infrastructure in place – that is the most fundamental pre-requisite for achieving any milestones in digitalization and digital transformation. This includes reliable broadband and mobile internet access, secure data storage and data protection protocols, and resilience in communications capabilities and infrastructure. Additionally, there should be access to cloud computing services as well as resources for businesses, governments, and citizens to access the digital economy. Then, there needs to be an understanding of the potential risks and benefits associated with the digital economy for all stakeholders. But let us not forget that infrastructure is just one major aspect of digital economy: Other aspects are capacity-building, ease of participation, digital inclusion, digital tolerance, digital



trust, and a sustainability mindset.

TT: You've spoken in Space industry events and SAMENA Council has various Space and Satellite stakeholders as its members. In this regard, what new opportunities do non-terrestrial networks and space platforms present for the digital economy?

**BB:** Non-terrestrial networks and space platforms do indeed present a new range of opportunities for the digital economy. These networks and platforms can provide much faster speeds and higher bandwidths, and can help digitally include people in remote areas, enabling a greater level of digital inclusion, communication and data transfer. Such platforms can also complement terrestrial connectivity, and provide access to resources such as satellite imagery and other data, allowing for more efficient data processing and analysis. However, such innovations do demand cooperationbuilding, and this is one of the reasons why SAMENA Council is organizing a special discussion cluster to look into this area during the Leaders' Summit 2023.

I do want to draw your readers' attention to the fact that Space activities are essential for realizing the achievement of the Sustainable Development Goals. Hence, in the context of space platforms, the longterm sustainability of outer space activities is of interest and importance for current and emerging participants in the ICT and Space sectors. Remember, we are trying to connect the remaining 37% of the world's population through universal connectivity initiatives – in which satellite broadband and space platforms are a critical element.

I personally believe, both Telecom/ICT and Space/Satellite industries require better coordination, openness, better inter and intra-industry alignment, simplified licensing and market access approaches, as well as improved frequency coordination and availability for developed and developing nations, among other things, which will be debated during WRC-23 in Dubai later this year.

TT: What measures can be taken to ensure



the security of cyberspace? What are the potential risks to a digital economy if cyberspace is not adequately secure?

BB: Let us first put things in perspective: On one hand we want more digital inclusion, for example, children and young people, and segments of society that have not been very active on the digital front so far – not to ignore the fact that 2.7 billion still unconnected people and the billions of devices and machines that are emerging as a part of IoT and IIoT. On the other hand, the more we connect, the greater and more complex our risks of cyber vulnerabilities become.

This means, to ensure the security of cyberspace, we require implementing a combination of technical, cultural and policy measures, including government incentives for Telecom Operators. For instance, technical measures could include implementing firewalls, encrypting data, and using antivirus software to protect against malicious software. Cultural

measure could include cybersecurity education and training for employees to ensure they are up to date on the latest security threats and best practices Policy measures could include creating policies related to user access, data storage, and system maintenance along with policies that support investments that will be made by the Telcos.

The potential risks to a digital economy if cyberspace is not adequately secure could include data breaches, cyber-attacks, and financial losses due to fraud, and an overall compromise on our sustainable development agenda and expectations linked with it. Additionally, a lack of security could lead to a lack of trust in the digital economy, making it difficult for businesses to operate and for consumers to trust digital services, which can prove to be detrimental to the complex value-chains making up the digital value landscape.

TT: What do you believe are the key factors that have enabled the evolution of the



#### digital services landscape?

BB: I believe that the emergence of cloud computing, high speed internet access, and mobile devices have been the key enablers in the evolution of the digital services landscape - but this is so, because the Industry was ready and resilient enough to embrace digital disruptions and changes. Cloud computing has allowed for the development of efficient software platforms that are easily accessible and scalable. High speed internet access has enabled people to access streaming services and other digital content with ease. Lastly, mobile devices have allowed people to access digital services from virtually anywhere. Having said that, the willingness of both private and government-sector stakeholders to collectively pursue betterment, new efficiencies, and drive change from policyto-action has also been crucial in this regard.

Nonetheless, we do have several challenges that must be addressed to ensure the continued evolution of the digital services landscape. These include but are not limited to security and privacy, cost of digital services, digital literacy, and an incentive and investment-minded policy and regulatory mindset across the SA-ME-NA region and beyond.

#### TT: What is your perspective on what the future holds for Digital Value Creation and the Internet?

**BB**: We are witnessing a rapid transformation of digital technologies that are creating new opportunities for businesses and individuals to create value. As technology continues to evolve and become more pervasive, the potential for digital value-creation will only multiply. This includes more integration of digital assets into everyday life and the emergence of new ecosystems and markets that are specifically designed around digital valuecreation. We will also likely see an increased focus on collaboration and data-sharing to create new products and services.

The Internet of Things (IoT) will also play



#### Non-terrestrial networks and space platforms do indeed present a new range of opportunities for the digital economy



an important role in the future of digital value-creation. IoT technology is already being used to monitor and analyze data in a variety of settings. Additionally, as more devices become connected to the Internet, the potential for digital value-creation will increase even further. The use of artificial intelligence and machine learning will continue to be a major part of digital valuecreation, but equally so of new approaches to address new challenges.

TT: In your view, how has global digital economics evolved over the past decade, and how is the evolution in digitally driven economic activities causing a shift in the way Telecom Operators and enterprises as well as non-ICT industries collaborate and contribute to global development?

BB: The global digital economy has evolved tremendously over the past decade with an explosive growth in digital services and technologies. This has enabled businesses and consumers to take advantage of digital technologies in a variety of ways, which is now positively impacting every major economic sector in any given emerging or developing market.

The digital economy has caused a shift in the way Telecom Operators, enterprises, and non-ICT industries collaborate and contribute to global development. The emergence of digital technologies has enabled telecom operators to leverage their networks in order to provide innovative services and products to customers, while enterprises and non-ICT industries have been able to leverage digital tools to increase their efficiency and productivity.

In addition, the emergence of new business models such as the sharing economy and platform economy have enabled businesses to better serve customers and reduce their costs. As a result, the digital economy has opened up new opportunities for global development, by enabling businesses and individuals to take advantage of digital technologies in new and innovative ways.

TT: How is SAMENA Council now contributing to and/or leading industry efforts to support the work of global ICT bodies?

**BB:** SAMENA Council is a trusted industry advocacy body for the private sector, with openness and objectivity and resourceful support for the government-sector entities, including ministries and regulatory bodies.

We are actively pursuing and constantly and consistently mobilizing industry efforts to support the work of global ICT bodies as well as the private sector, while advocating for the ICT industry and what it needs to remain on a path to growth and to be mindful of the challenges ahead.

Additionally, SAMENA Council is actively engaging with global ICT bodies, such as the ITU and the UN Broadband Commission, international standards organizations, and other key stakeholders to ensure that the region is strongly represented on key ICT development areas. Through SAMENA Council's efforts, and the trust the Council is privileged to gain from both private and public sector stakeholders, both Operators and regulatory authorities continue to receive strong advocacy support.



#### **Huawei Global Analyst Summit discusses** ICT industry development strategies, roadmaps for digital transformation, and future trends

Huawei has recently held its 20th annual Global Analyst Summit (HAS) in Shenzhen. The summit was attended by more than 1,000 industry analysts, financial analysts, key opinion leaders, and media representatives from around the world, who gathered to discuss the status of the ICT industry, including development strategies, roadmaps for digital transformation, and future industry trends.

Sabrina Meng, Huawei's Deputy Chairwoman, Rotating Chairwoman, and CFO, opened with a keynote. "Digitalization is a blue ocean for the whole industry," she said. "Huawei will keep investing in domains like connectivity, computing, storage, and cloud. We aim to provide our customers with digital infrastructure that has the simplest possible architecture with the highest possible quality – that delivers the best possible experience at the lowest possible costs. Our goal is to help organizations go digital in four stages: digitizing operations, building digital platforms, enabling platform-based intelligence, and putting intelligence to use. The time is ripe to thrive together in this new and exciting digital future."

Meng went on to share three major takeaways from Huawei's nearly 10 years of digital transformation experience. "First, strategy is essential. At its essence, digital transformation is about strategic planning and strategic choices. Any successful digital transformation has to be driven by strategy, not technology."

"Second, data is the foundation," she continued. "Data only creates value when it flows across an organization, so methodical data governance is key. Integrating data across different dimensions will create even greater value."



"Third, intelligence is the destination. Data is redefining productivity. Digitizing operations and building digital platforms helps clean, visualize, and aggregate data, laying the foundation for digital transformation. Putting intelligence to use makes data on-demand, easier to understand, and actionable, taking digital transformation to the next level."

Dr. Zhou Hong, President of Huawei's Institute of Strategic Research, also spoke at the event. He shared Huawei's hypotheses and visions for a future intelligent world, detailing how we can transform experience into structured knowledge, and lay the foundation for intelligence.

"Rethinking approaches to networks and computing is critical as we move towards an intelligent world," said Zhou. "In networking, we have what it takes to move beyond the limits of Shannon's theorems – as well as applications of his theory – to drive a 100-fold increase in network capabilities over the next decade. In computing, we will move towards new models, architectures, and components, and improve our ability to both understand and control intelligence. We will also continue to explore the use of AI for industry applications, science, and more."

The two keynotes were followed by a panel discussion on the role that digital productivity plays in driving industry digitalization, the challenges industries face in their digitalization process, recommended actions, as well as expectations for industries in the process of building up their digital productivity. The panelists included Li Peng, Chief Expert of China Southern Power Grid Corporation and Managing Director of its Digital Power Grid Group; Liang Yongji, Executive Director of Engineering & Technology at the Airport Authority Hong Kong; Liu Hong, Head of Technology at GSMA in Greater China; and Charles Ross, Principal of Technology and Society at Economist Impact. 2023 marks the annual Huawei Global Analyst Summit's 20-year anniversary.

## etisalat by e& implements mobile and digital services at ARAMTEC



Esam Mahmoud SVP, SMB, etisalat by e& UAE

etisalat by e& has announced its partnership with ARAMTEC, a UAE based family-owned company specializing in food imports and distribution, to bring significant overhauls to mobile and digital services for all its employees, empowering them with cuttingedge tools to enhance their productivity, connectivity and mobility.

The partnership will leverage etisalat by e&'s state-of-the-art digital platform to offer Aramtec employees and users a superior mobile and internet experience, including

a range of innovative and reliable digital services. Employees in the UAE, Qatar, Oman, Saudi Arabia, who travel often and need dedicated and innovative digital services will have access to faster connectivity, allowing them to stay connected and productive while on the go.

Edgard Chalhoub, General Manager of Aramtec, said, "Our objective is to capitalise on the digitisation and automation benefits of technology to run our business more smoothly and to optimise our productivity and efficiency, the new offered services from etisalat by e& will allow our employees to conveniently access critical business resources and seamlessly collaborate with colleagues and clients from their mobile devices, regardless of the location or time zone."

Esam Mahmoud, Senior Vice President, SMB, etisalat by e& UAE, said: "We believe that our services will significantly impact the ARAMTEC workforce, enhancing their ability to work efficiently and effectively from any location. Our continuous investments over the years in cutting-edge mobile technologies and the network has enabled us to provide this enhanced connectivity and user experience,



Edgard Chalhoub General Manager, Aramtec

reaffirming our commitment to all our SMB customers."

With advanced encryption and multi-factor authentication, the network has enhanced security, with mobile services offering unparalleled security for sensitive business data and applications. These services have a sleek and intuitive interface designed with the customer in mind making it easy for them to access the tools and resources they

The network has enhanced security with advanced encryption and multi-factor authentication on mobile services, providing unparalleled security for sensitive business data and applications. The services are also customer-centric, with a sleek and intuitive interface that makes it easy for customers to access the necessary tools and resources.

ARAMTEC employees can also collaborate seamlessly with features such as video conferencing, file sharing, and real time messaging.





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# Industry leaders to highlight emerging technologies in satellite communications at the 29th edition of CABSAT



CABSAT 2023 is set to unite industry leaders and experts to highlight the sectors' emerging technologies and trends from 16-18 May 2023, at the Dubai World Trade Centre.

The three-day show will feature products and services for all users involved in the satellite-enabled communications industry in the MEASA region and beyond, including market segments such as aviation, broadcast, government, maritime, space agencies, and other sectors.

The much anticipated 29th edition of CABSAT is set to shed light on emerging

trends in the Satellite Communications market, which is predicted to reach USD 53 billion by 2027 and grow at a CAGR of 14 per cent by 2030, and also place a strong emphasis on the industry's capacity to leverage cutting-edge technologies. It is noted that satellite technology will continue to expand and become more important to how businesses operate, as a result of the development of the connected digital economy. As a major diary date in the satellite and space technology industry calendar, CABSAT is committed to supporting stakeholders in their efforts to collaborate and make a difference.

CABSAT 2023 will also host the SATEXPO Summit, where leading industry experts will discuss how to spearhead sustainable space operations. The summit will include two days of panel discussions and networking opportunities for all participants, which will provide a great venue for business leaders to underscore sustainability in space. This is further relevant as the UAE prepares to host the COP28 conference in November 2023, to address challenges and encourage countries to embrace sustainability as a key priority. With more than 6,800 active satellites in the orbit, many of which are used for both military and civilian purposes, and more than 30,000 pieces of orbital debris, there is an increasing urgency surrounding space sustainability.

Space debris poses huge risks and safety threats to the existing space systems and activities since it may cause a collision with other space stations, satellites, or any other equipment. Therefore, it is necessary to explore and implement innovative ways to reduce debris hazards for sustainable future space operations. Governments, space agencies, and other institutions are funding or implementing their own initiatives to advance space sustainability, outside of



multilateral efforts.

Imran Malik, Senior Vice President, Enterprise EMEA & APAC at SES, commented: "For more than 35 years, SES has introduced new innovations in the satellite communications industry to meet evolving customer needs. This year, SES is introducing its second-generation medium earth orbit constellation. When operational later this year, O3b mPOWER will deliver networks comprising the industry's best throughput, predictable performance, high availability, and flexibility to address the connectivity requirements of the new cities that are being built in the region. Additionally, as part of our ESG ambitions, we have declared our commitment to sustainable space where we want to collaborate on best practices so that space continues to be a resource for delivering extraordinary solutions to address the challenges on earth. Our participation in CABSAT 2023 will give us an opportunity to learn about emerging trends in the satellite industry; get closer to our customers and share our vision of sustainable space operations, which is aligned with the UAE's commitment to promoting sustainability within space activities."

The latest forecast for the satellite launches and build market confirms the industry's capacity and ambition to multiply global in-space bandwidth and add over 200 TB of capacity to the global telco grid.



With a wide range of high-performance VSAT and Mobility Terminals on the rise, including Gilat's SkyEdge IV and SkyEdge II-c platforms, the satellite communications market is experiencing rapid growth.

Barak Lerer, Regional VP EMEA and Eurasia, Gilat Satellite Networks, stated: "We are thrilled to have the opportunity to participate in CABSAT for the third consecutive year. The MENA region is a key strategic growth area for Gilat. As the world leader in 4G cellular backhaul over satellite and a leading global provider of

satellite-based broadband communications, we focus on multiple market segments including mobility and enterprise applications. We are excited to share ideas and plans with our current and potential new customers at CABSAT.

CABSAT 2023 is set to bring together key players from satellite, broadcast, content creation, production, distribution, digital media, and entertainment companies to identify common traits of success across all verticals that can further serve as the blueprint for future growth.



SkyNet de Colombia selects SpaceBridge to modernize its ground equipment

**Javier Recio** 

Chief Commercial Officer, SpaceBridge Inc. speaks to Teletimes

infrastructure

Interview: Khalid Athar

Khalid Athar: How is the year 2023 going thus far? What are some of the highlights for Spacebridge since last year's CABSAT?

Javier Recio: I am pleased to tell you that 2023 has been a successful year thus far for our company. We have achieved several significant milestones, including the signing of important contracts with government and commercial partners, as well as the expansion of our global footprint through strategic partnerships and collaborations. We have not yet reached the midpoint of the year however our backlog is already doubled with respect to 2022.

Additionally, we have continued to invest in the development of innovative technologies and solutions to meet the evolving needs of our customers and the





was chosen for its ability to meet the needs of the most demanding customers. SpaceBridge supplied SkyNet de Colombia with its VSAT satellite platform ASAT II, which enables the use of open standards DVB-S2X on the Forward Link and DVB-RCS2 on the Return Link, resulting in a significant overall improvement in spectral efficiency of the network. This provides substantial OPEX savings, making SkyNet more competitive and capable of facing new challenges in the current satellite market.

SkyNet ran a rigorous evaluation process where the SpaceBridge ASAT II platform

The SpaceBridge ASAT II platform enables SkyNet to run multi-service applications, including 3G/4G and 5G Cellular Backhaul, which is one of Colombia's highgrowth vertical targets. SpaceBridge's WaveSwitch™ system provides the realtime, on-the-fly Return Link orchestration that optimizes performance.

I am very pleased with the partnership, as SpaceBridge's technological excellence and unparalleled customer support provide key elements for the success of SkyNet's high standards of quality of service and customer satisfaction. The ASAT II platform will provide cost effective, efficient and secure corporate branch connectivity, mobile backhaul, and mission-critical services. This will be fully operational before June 2023, using highthroughput C and Ku-band satellites.

KA: Some of our readers would also be interested in learning about your

industry as a whole. This includes advancements in our nextgeneration baseband platform, integration in the cloud and implementation of 5G protocols, among other developments.

This past January marked the 5th anniversary of selling the Advantech Wireless business and with it, our non-compete came to the end. We are happy to be back in one of our main areas of expertise: the High-Power Amplifiers and BUCs. To this extent, we already started the production of medium to high power BUCs in different frequencies. This includes the extended and planned bands, based on the latest solid state process developments and enhancements.

Despite facing challenges and obstacles along the way, our team has remained committed to driving cutting edge technology and achieving our goals. Our VSAT platform exhibits an outstanding performance in terms of efficiency and capabilities. Overall, we are optimistic about the future and confident in our ability to deliver value to our stakeholders. We

thrive on making a positive impact on the world through our work in the fundamental ground segment infrastructure for connectivity everywhere.

K A: Please tell us about your partnership with SkyNet de Colombia? How will Spacebridge support SkyNet; please tell us about the network you will be supporting and the equipment you will provide.

JR: SkyNet de Colombia, one of Colombia's leading satellite telecommunications service providers, selected SpaceBridge to modernize its ground equipment infrastructure.

We have achieved several significant milestones, including the signing of important contracts with government and commercial partners, as well as the expansion of our global footprint through strategic partnerships and collaborations





#### The partnership between SpaceBridge and nexTenna™ aims to develop a new line of wireless communication systems



partnership with nexTenna™. What is the vision behind this partnership and what target market are you looking to address?

JR: NexTenna has their Electronically Steerable Phased Array Antennas (ESA) in Ku and Ka-bands. The partnership between SpaceBridge and nexTenna™ aims to develop a new line of wireless communication systems targeting IoT, mobility IoT, broadband, fixed broadband solutions for consumer, enterprise, military and law enforcement services. The goal is to create a new paradigm in how these markets are addressed by integrating the SpaceBridge U7720 modem into various nexTenna™ antennas, optimally defined to tackle specific verticals, including Communications-On-The-Pause (COTP) and Communications-On-The Move (COTM) markets. This includes different antennas targeted and priced for different applications, such as nexTenna™ LEO IoT, nexTenna™ V for vehicles, and nexTenna™ LEO Home for fixed consumer and enterprise users.

The partnership will significantly reduce rollout costs and eliminate one of the main impediments to rapid deployment. The unique and cost-effective combination of SpaceBridge's latest baseband equipment and nexTenna™ ESA technology will allow User Terminals equipped with the nexTenna™ to become an essential element of our ASAT II platform.

The additional advantage of the new User Terminals is the seamless on-the-fly switching between GEO and other NGSO constellations and their respective orbits.

KA: Please tell us about your latest success in the Defense and Government sector? Do

#### you have any success stories to share?

JR: The Defense and Government sector is very important for SpaceBridge, as this is a large portion of our business and success. We have many projects in Europe, Middle East, North and South America, and Asia with Army, Air Forces, Navy, Police and many other Government departments offering our unique ASAT II and WaveSwitchTM platforms, Hubs and User Terminals.

The SpaceBridge VSAT platform can operate as a simple Star, Star-in-Star and combined Star and Mesh network topology. Our Defense customers learned the value of our award winning WaveSwitchTM technology. This allows them to not have to book the SCPC capacity in advance, as our User Terminal can always switch to SCPC waveforms, then needed, based on the predefined traffic triggers, or for a scheduled event. For mission critical applications, our VSAT platform with proper system design achieves and exceeds 99.999% field proven operational availability on any satellite.

I am proud to say that we have achieved

several notable successes in the Defense and Government sector. One of our most significant achievements as a company has been the successful deployment of our satellite communications solutions to support military and government operations around the world. As a matter of fact, we just received the news that SpaceBridge has been selected as one of the world's "Top Satellite Solutions Provider" in this sector, and we should be receiving the details of this very important recognition in the upcoming months.

Due to the sensitive and confidential nature of the contracts with governments, especially in the defense sector, I cannot reveal specific country names or entities. What I can share is that we have recently secured several important contracts with government agencies and defense contractors, which are a testament of the quality, reliability and effectiveness of our solutions. We are in the middle of the implementation of several full turnkey projects for the government in Asia that we were awarded. We continue providing support for several of our systems that have been deployed to North America, as well as other government projects in South America. Additionally, SpaceBridge has also been awarded contracts for turnkey satellite ground infrastructure for the Armies of two very notable countries in South America and Asia.

Overall, we are excited about the opportunities ahead and look forward to continuing to serve the needs of our Defense and Government customers with the highest level of quality, reliability and



The SpaceBridge VSAT platform can operate as a simple Star, Star-in-Star and combined Star and Mesh network topology





Despite facing challenges and obstacles along the way, our team has remained committed to driving cutting edge technology and achieving our goals

innovation.

K A: How do you see the growth in the Middle East and Asian satellite market over the past few years? What is the importance of this market to your organization?

JR: The demand for services is rapidly increasing in both the Middle East and Asia. This trend has been fueled, in part, by recent global events such as wars, natural disasters, and the recent pandemic. We expect this growth trajectory to persist over the next several years.

In the Middle East, there has been a surge in demand for satellite communications solutions, driven by the region's rapidly expanding economies and the increasing need for reliable and secure communication infrastructure. This has presented significant opportunities for our organization, as we have been able to leverage our expertise in satellite technology to provide innovative solutions

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Overall, we see tremendous growth potential in the Middle East and Asian markets to meet the region's needs.

Similarly, in Asia, we have seen strong growth in the satellite market fueled by the region's dynamic telecommunications sector and the increasing demand for high speed, reliable connectivity. Our organization has been at the forefront of this growth, working closely with customers in the region to develop and deliver cuttingedge satellite communication solutions that meet their specific requirements.

Given the importance of these markets to our organization, in the past several years, we have made significant investments in both regions, including the expansion of our commercial presence and forging of strategic partnerships with strong local players. We strongly believe that this long-term commitment will enable us to continue to grow our strategic partnerships with strongly believe that this long-term commitment

will enable us to continue to grow our business in these regions and provide customers with the best possible cost and performance services and solutions.

Overall, we see tremendous growth potential in the Middle East and Asian markets, and remain committed to leveraging our expertise and resources to capitalize on these opportunities

and continue to deliver superior value to our customers in these regions.

KA: Are you looking to expand into any new markets or verticals in the near future?

JR: We recently made significant progress towards this goal by signing in the region several new sales representation agreements. These agreements will enable us to introduce SpaceBridge products and services through the entire Middle East, Sub-Sahara Africa, Pakistan,









I believe that Mobile Operators are the main drivers of applications that are increasingly demanding significant amounts of new and additional satellite services



the Pacific Rim countries, where we previously had a limited presence.

While we believe that exploring new markets and verticals should be part of a growth strategy that values calculated risk and innovation, we recognize that is equally important to increase our market share, while also focusing on deepening the relationships with our existing customers.

We firmly believe that adopting a balanced approach that encompasses both market expansion and increasing market share is essential to achieving our growth objectives. Nonetheless, we recognize that our existing customer relationships are of utmost importance and will remain our core focus, as we pursue our growth strategy. Through this approach, we aim to create sustainable, long-term value for our stakeholders while ensuring that we maintain our commitments to our valued customers.

KA: Last question: In your opinion, what will be the biggest driver of demand for satellite services during the next two years?

JR: While it's difficult to predict the future with certainty, it's clear that the growth of satellite services will be driven by a combination of factors. In my view, two key factors that will play a major role in this growth are the Government sector and Mobile Operators. These entities have the potential to significantly impact the demand for satellite services, making them vital players in shaping the future of the industry.

#### **Government Sector**

In this case, I will define the government sector as comprising two distinct areas that are significant consumers of satellite services. One area would be projects usually run by the Ministry of Communications,

such as, universal connectivity projects, also known as Universal Service Obligation, "connecting the unconnected", "rural school projects", etc.

The second area is projects run by the Ministry of Defense such as, homeland security, and connectivity for the Army, Navy and Air Forces. This sector has become increasingly reliant on satellite technology due to the escalation of tensions and security issues worldwide. As a crucial component of their communication infrastructure, militaries worldwide have had to increase their budgets for satellite technology.

#### **Mobile Operators**

I believe that Mobile Operators are the main drivers of applications that are increasingly demanding significant amounts of new and additional satellite services. The 5G roll-out brings an increasing demand for satellite capacity, particularly in rural or remote areas, where ground-based infrastructure may not be available or cost effective.

In addition to traditional cellular backhaul requirements, the Covid-19 pandemic has accelerated the adoption of remote work and learning, resulting in a surge in demand for satellite capacity for video conferencing, virtual classrooms, and other collaboration tools. As people continue to relocate from major metropolitan areas to more rural locations, the need for connectivity in these areas will only increase. Mobile Operators have a vital role to play in meeting this demand for connectivity.

In summary, based on the main drivers of satellite services as I see them, it is clear that several of these solutions can be delivered more efficiently and cost-effectively through various orbits than what we have typically seen with traditional GEO constellations. As a result, we can expect a shift in satellite services consumption towards new players in the satellite arena. This shift is driven by the ability of these players to offer superior technical and economic solutions for a range of use cases.



## The latest solutions to prevent C-band from 5G interferences

Alvaro Sanchez - CEO. INTEGRASYS

Satellite communication is a critical service that relies heavily on C-Band spectrum. The introduction of 5G technology has raised concerns about potential interference with this spectrum, which could impact the quality and reliability of satellite communication services. In this article, we will explore how technology could avoid 5G interference over C-Band, with a specific focus on satellite communications.

One of the primary solutions for avoiding 5G interference over C-Band for satellite communication is the use of filters. Filters can be installed on existing satellite communication systems to reduce the interference caused by 5G. These filters operate by blocking the frequencies used by 5G, while allowing the other frequencies to pass through. This solution is relatively simple and cost-effective, making it an attractive option for satellite operators. While filters are an effective solution for reducing 5G interference, they do have some potential drawbacks to consider. Filters may not be compatible with all types of satellite communication systems. This means that operators may need to invest in new systems or modify their existing systems to use filters effectively. Moreover, using filters may also limit the available bandwidth for satellite communication systems. This can be problematic for systems that require a high bandwidth to deliver data-intensive services.

Another solution is the use of dynamic spectrum sharing (DSS) technology. DSS

allows different technologies to share the same spectrum by allocating it on a dynamic basis. This means that 5G and satellite communication systems can share the same spectrum without causing interference. This solution has been tested in various countries and has shown promising results for coexistence between 5G and satellite communication systems. A big issue that might be caused due to the use of DSS technology, is the degradation of the quality of service for both 5G and satellite communication systems that may be impacted when using DSS. While DSS aims to allocate spectrum dynamically, there may be cases where both systems require access to the same frequency at the same time, which can lead to service degradation or outages.

Beamforming technology is another solution that can be used to avoid 5G interference over C-Band for satellite communication. Beamforming technology focuses the signal on a specific direction, reducing the signal's interference with other frequencies. This solution is particularly useful for 5G networks, which require high data rates and low latency. By using beamforming technology, 5G networks can deliver high-speed data without interfering with satellite communication systems. While beamforming can reduce interference caused by 5G, it may not be effective against interference from other sources. This means that operators may need to implement additional solutions to address interference caused by other



sources.

The latest technology able to cancel 5G interferences, is a software called CleanRF developed by INTEGRASYS. The tool is an efficient interference canceller software which can be installed with standalone equipment. The tool is able to cancel 5G interferences separating them from the wanted signal, reconstructing a replica of the existing interference sources and cancel them on the signal mix, to obtain at the output the same wanted signal. Therefore, this revolutionary software is essential to prevent satellite communications from been interfered by 5G.

In conclusion, satellite communication is a critical service that uses C-Band spectrum, and any interference caused by 5G networks could impact the quality and reliability of this service. However, technological solutions such as filters, DSS, beamforming, and lower power levels can be used to avoid 5G interference over C-Band for satellite communication. International coordination is also crucial for ensuring that 5G networks and satellite communication systems can coexist. It is essential that these solutions are implemented to ensure that satellite communication systems continue to operate without any interference caused by 5G networks.

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#### **CABSAT's MENA Co-Production Salon returns for a** second edition, offering exciting opportunities to content creators, production houses and investors

CABSAT has once again teamed up with HConsult to host the second annual MENA region Co-Production Salon at the show's upcoming edition, which will take place at the Dubai World Trade Centre from May 16-18, 2023. The Co-Production Salon builds on the success of its debut in 2022, as, once again, the initiative will aim to encourage investment in MENA content projects through co-funding, co-production, and commissioning. It will also facilitate opportunities to explore other content funding avenues such as brand integration, private investments, and product placement.

The first Co-Production Salon held in 2022 attracted more than 40 participating companies, including reputed international platforms, TV channels, production houses, and private investors. This year's Salon will once again be based in a dedicated meeting lounge that promises to be even more expansive and well-equipped than before, complete with private areas to meet, network, and discuss business. With its 29th edition fast approaching, CABSAT is once again working with the most innovative content creators, producers, broadcast technology providers, as well as satellite distribution and content delivery companies, to identify common traits of success across all verticals that can serve as the blueprint for future growth.

Highlights from the previous edition of the Co-Production Lounge included Roya TV from Jordan, Egypt's T-Vision, Morocco's Image Factory, and Bright Lens Media from the Eastern Province of Saudi Arabia as some of the participating companies, while the 2023 instalment will welcome both Arabic and foreign film content looking to explore opportunities for co-production in longform entertainment content, co-funding entertainment content, and commissioning projects for OTT Originals. Commenting on her experience of the first-ever Co-Production Salon last year, Katerina Pshenitsyna, Deputy



Medhat Karam CEO, Shofha

CEO at SMF Animation, one of the global giants in animation production and distribution, said: "Last year's event was spot-on. We are still actively looking for real co-production opportunities in Arabic kids' content. For the past 80 years our content has been traveling worldwide, and now that we have an established presence in the MENA region, we look forward to more content partnerships that develop wonderful stories from this part of the world, for the region and beyond."

Speaking in anticipation of this year's event, Medhat Karam, CEO of Shofha, one of the region's fastest-growing OTT platforms, said: "Partnerships and collaborations are an integral part of our company's DNA. We sent the full team to attend last year, and we are planning to participate again this year, with a focus on expanding our partnerships not only in content production, but also rights sharing with other platforms. Our strength lies in our scalability; since we're already very wellestablished in important mass territories like Egypt and Saudi Arabia, we're able to co-invest with our partners in great quality content for a fraction of the market price. Also, we're now rapidly expanding into other territories like Africa, so economies of scale that we gain will naturally be passed on to our partners. At



Heba Korayem - Content Market & Distribution Consultant, HConsult

this coproduction salon we look forward to meeting with established production houses, platforms, and potential business partners."

Heba Korayem, Content Market & Distribution Consultant at HConsult, who will chair the Salon again this year, spoke highly of the initiative, stating that the previous event saw over 250 quality meetings take place, with around 30 high-value partnership deals in negotiation during the three-day period. Korayem added: "I can confidently count that at least half of the business deals discussed have already been closed. That's pretty good in the MENA region, as it is not unusual for deals to take several months to finalise. I'm delighted that we are able to offer the opportunities to the right people that can accelerate the process."

Also expected to participate in this year's Co-Production Salon are some of the most prominent platforms and broadcasters, including Shahid, TOD, StarzPlay, VOX, OSN, StarsPlay, E-Vision, and Saudi Broadcast Corporation, along with noted Arabic content producers from the UAE-based Eagle Films; Saudi's Art Format Lab; Cedars Art from Lebanon, and the Egyptian Arpu Plus and United Media Services.

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**Mandiant** discusses cybersecurity challenges in the Middle East and the impact of the

Jamil Abu Aqel

Metaverse

Head of Systems Engineering, Mandiant talks to Teletimes

Interview: Asim Khalid Khan



Asim Khalid Khan: Could you please tell us a little bit about yourself and your role at Mandiant?

Jamil Abu Agel: Thank you for having me. I am the Acting Customer Engineer Director for Mandiant, which is now part of Google. Mandiant is a dedicated cybersecurity company that is on a mission to help companies increase security awareness and better protect themselves in cyberspace.

AKK: Can you tell us more about the Mandiant Advantage Platform and how your customers are using it?

J.A: Sure. At Mandiant, we believe that security controls are only as good as the intelligence that supports them. The Mandiant Advantage Platform is a vendor-agnostic platform designed to help people do more with same resources. It consists of five main components, including Ethernet Intelligence, Attack Surface Management, Security Validation, Managed Defense, and Automated Defense. Our customers use these components to gain visibility into their

assets, validate their security controls, and improve their security operations.

AKK: Do you offer customized services for Telcos, and how do you work with key customers and partners in that space?

J.A: Yes, we do offer customized services for Telcos. We have a set of standardbased services that can be tailored to meet the specific needs of Telcos depending on their requirements. We also work with key customers and partners in the Middle East, UAE, and other parts of the world to provide the best possible



cybersecurity solutions.

AKK: What are the key cybersecurity concerns for enterprises in the Middle East at this point?

J.A: The most pressing issue that organizations in the Middle East face is a shortage of resources and talent. There is a need to upskill their people and build more capabilities to improve their cybersecurity posture.

AKK: What is your view on the need for security in the metaverse, and how are cyber-attacks in the metaverse likely to happen, and how can we prepare against them?

J.A: Like all other services that technology provides, the metaverse is one of them, and there are a lot of things that we can do to help better protect it. It starts with securing your devices and making sure you don't expose more information than you should. We need to be vigilant and take steps to protect ourselves from cyber-attacks in the metaverse.

AKK: Mandiant recently unveiled a report on "threat intelligence". Would you like to share the key findings?

J.A: Definitely. Here are some key findings:

Despite the widespread belief among Middle East respondents that understanding the cyber threat actors who could be targeting an organization is important (94%), 83% stated that their organizations make most or all of their

Our customers use the Mandiant Advantage Platform to gain visibility into their assets, validate their security controls, and improve their security operations

cybersecurity decisions without insights into the threat actor that is targeting them.

- While the report found that a majority of respondents (91%) in the region



We have a set of standard-based services that can be tailored to meet the specific needs of Telcos



were satisfied with the quality of threat intelligence their organization is using, respondents declared that effectively applying that intelligence throughout the security organization to be one of their greatest challenges (49%).

- Just 47% said their organization had a comprehensive level of understanding about different threat groups and their associated TTPs
- Nearly all respondents (98%) of those surveyed believe they need to be faster at implementing changes based on available threat intelligence.
- Just over two-thirds (68%) of security decision makers believe senior leadership teams still underestimate the cyber threat posed to their organizations

AKK: What is Mandiant set out to achieve by the end of this year?

J.A: Mandiant wants to continue partnering with enterprises in the Middle East and upskilling their people, building more capabilities, and improving their cybersecurity posture. We also want to work with a lot of countries on a national level in the region to achieve this goal.

AKK: Is there anything else you would like to add?

J.A: Yes, I would like to say that you should stay on the lookout for news related to Mandiant because we have a very exciting roadmap coming up with all the benefits that Mandiant will bring to Google and vice versa. So, stay tuned and keep following Mandiant as this roadmap progresses.

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The most pressing issue that organizations in the Middle East face is a shortage of resources and talent





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### **SES selects NOVELSAT BISS-CA Content Protection Solution for major** global sports events



NOVELSAT has announced that SES has chosen NOVELSAT Ncrypt, a comprehensive BISS-CA content protection solution, to ensure secure transmission of major global sports events content. The solution will enable SES to enhance the security of its broadcast networks and protect its customers' valuable content from piracy and unauthorized access.

NOVELSAT Ncrypt is a standalone encryption and decryption solution that seamlessly integrates with any broadcast network, presenting a cost-optimized and easy-to-use solution. Ideally addressing multi-point media networks requiring superior security, NOVELSAT Ncrypt adds BISS-CA content protection to existing distribution and contribution networks supporting any BISS-CA compliant third-party media delivery equipment.



NOVELSAT Ncrypt encompasses softwarebased encryption and decryption modules with IP and ASI connectivity, as well as a powerful operations suite for controlling and operating BISS-CA encryption, dynamic key generation and distribution, and highly flexible entitlement management.

"Protecting premium content, especially live sports and events, is imperative in today's media business," said Michele Gosetti, Head of Sales, Sports & Events at SES. "Deploying NOVELSAT Ncrypt, we will add BISS-CA content protection to our existing satellite network seamlessly and economically. We believe this solution will enable us to continue delivering the highest quality satellite connectivity solutions in the most secured manner to our sports and events customers."

"We are excited to partner with SES and support them in securing their valuable content," said Gary Drutin, CEO of NOVELSAT. "NOVELSAT Ncrypt was designed to enable the highest value for our customers, and we believe it will serve as a catalyst for the broader adoption of BISS-CA as a necessary means to address content protection requirements."



# AsiaSat's live streaming company OCGL uses AWS to enhance video streaming and improve accessibility

Asia Satellite Telecommunications Company Limited (AsiaSat), together with its subsidiary One Click Go Live (OCGL) has used AWS for live streaming and to roll out new applications and services swiftly without the need to worry about infrastructure stability and scalability. Leveraging AWS solutions, OCGL is able to provide innovative and highly reliable services to global customers and enhance real-time viewing experiences.

Headquartered in Hong Kong, AsiaSat offers managed media services with an end-toend solution that addresses the changing dynamics of the video ecosystem. AsiaSat's diverse portfolio of media services includes content distribution for broadcasters and content providers via Direct-to-Home (DTH) and cable platforms; Digital Terrestrial Television (DTT), IPTV and Over-the-Top (OTT) networks; hotel networks and a new live streaming service powered by OCGL.

"As customer demand increases, we have a need to upgrade the OCGL platform so that we can flexibly scale and deliver high-



Samuel Yip GM, One Click Go Live Limited



quality live video streaming services to a growing pool of concurrent viewers from around the world," said Samuel Yip, General Manager of One Click Go Live Limited. "Real-time content delivery to audience is time-critical, no matter the scale, from corporate events to sports and live auctions. AWS media solutions can offer low latency and broadcast-grade video quality which matches our needs perfectly."

"Our acquisition of a majority stake in OCGL in 2021 was a strategic move to enrich AsiaSat's service portfolio. With AWS, OCGL's live streaming service now combines the power of satellite broadcasting with IP-based distribution at scale for the delivery of premium events, for example, live telecast of the Macau Grand Prix and the 25th anniversary of the establishment of the Hong Kong SAR," said Roger Tong, Chief Executive Officer of AsiaSat.

Satellite broadcasting is a one-to-many distribution system that lets content providers cost effectively, rapidly and flexibly deploy delivery platforms that reach viewers in even the most remote areas. By using AWS, OCGL's live streaming solution extends this content delivery to a global audience on any device anywhere with terrestrial connectivity and provides options of features to boost audience engagement.

Market research firm Technavio forecasts global live streaming market to grow at a CAGR of 13.47% and by US\$29.06 billion between 2022 and 2027, with the APAC region accounting for 49% of that expansion. Technavio further predicts APAC will remain the largest geographical segment outpacing those in North America and Europe during this forecast period.



Intelsat has announced the successful launch of Intelsat 40e (IS-40e), a geosynchronous satellite that relies on spotbeam technology to provide a large amount of capacity over North America for Intelsat's commercial aviation, mobility and network service customers.

"The IS-40e high-throughput technology serves as a significant commitment to our North American commercial aviation. mobility and network customers," said Dave Wajsgras, CEO at Intelsat. "As we continue to refresh our fleet of satellites and add capacity, Intelsat is focused on providing the best value and service for our customers and their end users. The satellite also includes a NASA payload that will be the first instrument to monitor air pollution across North America from geostationary orbit."

The Maxar-manufactured IS-40e satellite launched aboard SpaceX's Falcon 9 rocket from Cape Canaveral Space Force Station in Florida at 12:30 a.m. EDT. IS-40e separated from the vehicle at 1:02 a.m. EDT and Intelsat confirmed its signal acquisition at 1:14 a.m. EDT.

When operational in May, IS-40e will be



Dave Wajsgras - CEO, Intelsat

positioned at 91 degrees West and deliver a wide range of services and coverage, including:

- Incremental high-throughput capacity will be added into Intelsat's commercial aviation network, providing passengers with an enhanced user experience from coastto-coast.
- High-speed connectivity will be added into Intelsat's Flex network to support growth for on-the-go industrial operations, rapid response missions, maritime, offshore communications, inflight connectivity for

business jets and government aviation.

- Enterprise customers will see higher speeds and better coverage for strengthening SD-WAN and other network services.
- Cellular customers will be able to leverage more capacity to deliver 4G/LTE and 5G services for rural and remote areas and where seasonal demand and disaster recovery service is needed.

In addition, IS-40e hosts NASA's, "Tropospheric Emissions: Monitoring Pollution" or TEMPO payload. Operated by Intelsat, the TEMPO instrument will monitor and track air pollution across North America on an hourly basis with the ability to stay over a region of interest during a natural disaster like a major fire or volcano eruption.

When TEMPO starts operations this summer, scientists with Smithsonian Astrophysical Observatory will send commands through the Intelsat custombuilt software to the instrument and instruct it on where and when to scan. Raw data from the observations will be transmitted back down to an Intelsat ground station and made available for the scientists.



### **Eurovision Services to offer the best European** sport in Latin America via Hispasat

Aftab Raza Khan

Hispasat has reached an agreement with Eurovision Services to distribute the best European sport via satellite in Latin America for one year, including the main continental football competitions. In this way, Eurovision Services will deliver the signal of these events to the Hispasat teleport in Lurin (Peru) and, from there, it will be sent to the Hispasat 30W-6 satellite for subsequent distribution to television operators in the region. As part of this service, Hispasat is responsible for the monitoring and supervision of this transmission.

The Lurin teleport is one of the largest in the region and offers satellite reception and transmission services (in standard and extended Ku-band, C-band and DBS). As a result, Hispasat customers can deploy their own direct-to-home (DTH) television services, contribution and distribution



of satellite channels to cable operators, telecommunications operators and service providers, as well as the transmission of occasional events, among others.

Hispasat's satellites located at 30° West and

61° West are in a privileged position for the deployment of services of this type in Latin America. In particular, the Amazonas fleet, at position 61° West, is the benchmark in the region, offering direct-to-home TV to almost two million subscribers.

#### Intelsat to extend life of satellite with new Mission Extension Pod

#### 2026 MEP deployment to be latest Intelsat initiative in space sustainability

Intelsat has ordered a Mission Extension Pod (MEP) from Northrop Grumman Corporation's SpaceLogistics, which will add life to an Intelsat satellite and provide uninterrupted services to many customers.

The MEP "jet pack" will be installed by SpaceLogistics' mission robotic vehicle (MRV) on an Intelsat satellite operating in geosynchronous orbit, ensuring continuity of satellite service for at least six years beginning in 2026. Intelsat has not identified which satellite will be serviced. Both MEP and MRV have completed critical design reviews, are in assembly and testing, and are proceeding toward launch.

"Intelsat is committed to safe and sustainable stewardship of space," said Intelsat Chief Technology Officer Bruno Fromont. "Intelsat successfully led the industry four years ago with the first In-orbit servicing of satellites in cooperation with Northrop Grumman. The new MEP will also ensure the Intelsat mission of providing the most reliable service to our customers."

This recent purchase continues Intelsat's legacy of space sustainability first instituted in 2020 when SpaceLogistics' Mission



Extension Vehicle (MEV-1) performed the first-ever in-orbit commercial spacecraft docking with Intelsat 901 (IS-901), extending its life for another five years. In 2021, a second Mission Extension Vehicle (MEV-2) began providing similar life-extension services for Intelsat 10o2. "SpaceLogistics shares Intelsat's commitment to making space sustainable, and we look forward to expanding our relationship as a provider of nextgeneration in-space servicing with our MRV and MEP," said SpaceLogistics President Rob Hauge.

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During a French state visit to China, Airbus has signed new cooperation agreements with China aviation industry partners.

Witnessed by Chinese President Xi Jinping and French President Emmanuel Macron, Airbus CEO, Guillaume Faury signed with the Tianjin Free Trade Zone Investment Company Ltd., and Aviation Industry Corporation of China Ltd., an agreement to expand A320 Family final assembly capacity with a second line at its Tianjin site. The agreement will contribute to Airbus' overall rate objective of 75 aircraft per month in 2026 throughout its global production network.

Currently, Airbus has four A320 Family final assembly sites worldwide: Hamburg (Germany), Toulouse (France), Mobile (USA) and Tianjin (China). The Tianjin Final Assembly Line (FAL Asia) started operation in 2008 and has assembled over 600 A320 Family aircraft to date. In March 2023 the first A321neo aircraft was delivered from the line, marking a new era of enhanced A320 Family production versatility.

In addition, Airbus also signed General Terms of Agreement (GTA) with the China Aviation Supplies Holding Company (CAS) covering the purchase of 160 Airbus commercial aircraft. The GTA comprises earlier announcements for 150 A320 Family aircraft and for 10 A350-900 widebody aircraft orders, reflecting the strong demand in all market segments by Chinese carriers

Over the next 20 years, China's air traffic is forecast to grow at 5.3% annually, significantly faster than the world average of 3.6%. This will lead to a demand for 8,420 passenger and freighter aircraft between now and 2041, representing more than 20 percent of the world's total demand for around 39,500 new aircraft in the next 20 years.

In line with its sustainability strategy, Airbus and the China National Aviation Fuel Group (CNAF) also signed a Memorandum of Understanding (MoU) to intensify Chinese-European cooperation on the production, competitive application and common standards formulation for Sustainable Aviation Fuels (SAF). Earlier in September 2022, Airbus and CNAF contracted to support commercial and delivery flights in China to be operated with SAF. By the

end of March, 17 delivery flights and a first commercial flight were facilitated by the two partners. This new cooperation agreement aims at optimising the SAF supply chain by diversifying the sources and enhancing SAF production towards the ambition of using 10 percent SAF by 2030.

"We are honoured to continue our longstanding cooperation by supporting China's civil aviation growth with our leading families of aircraft. It underpins the positive recovery momentum and prosperous outlook for the Chinese aviation market and the desire to grow sustainably with Airbus' latest generation, eco-efficient aircraft," said Airbus CEO Guillaume Faury. "Airbus values its partnership with the Chinese aviation stakeholders and we feel privileged to remain a partner of choice in shaping the future of civil aviation in China."

Airbus entered the Chinese market nearly 40 years ago, in 1985, when an A310 was first delivered to China Eastern Airlines. By the end of the first quarter 2023, the Airbus in service fleet in China has risen to over 2,100 aircraft, representing more than 50 percent of the market.



# NTT and SES to deliver **Satellite-based Edge** and Private 5G Network **Solutions to enterprises**



NTT Ltd. and SES have announced a multi-year partnership to use SES satellites to deliver NTT's Edge-as-a-Service to enterprise customers. The

collaboration will bring together NTT's expertise in networking and enterprise managed services with SES's unique satellite capabilities to deliver reliable



Miriam Murphy CEO, NTT Ltd Europe

connectivity to enterprises that must meet surges in connectivity demand or are based beyond the reach of fixed terrestrial networks.

The unique offering combines NTT's fully managed Private 5G and Edge Compute with SES's second-generation medium earth orbit communications system - O<sub>3</sub>b mPOWER - to provide expanded and reliable connectivity. This solution is intended for companies operating in regions where terrestrial networks are lacking and enterprises wanting to leverage high-performance connectivity to increase their efficiency and grow revenue. Through the combined versatility of Private 5G networks and satellite technology, this end-to-end solution is expected to propel industries - such as energy, mining, maritime, manufacturing, industrial, etc. - that have otherwise been limited by connectivity today and will need to ramp up their digital transformation plans and increase revenue streams.

"We are excited to embark on this journey with SES, combining our collective expertise to help businesses digitally transform and scale," said Miriam Murphy, CEO Europe at NTT Ltd. "As organizations grapple with the



challenges of a rapidly changing world, it is now more important than ever to leverage the power of technology to drive growth and innovation."

Putting control and ownership back into the hands of the customer, the joint solution will deliver coverage to over 190 countries with public-private roaming. In addition to NTT's Private 5G and Edge Compute capabilities, NTT will also provide use-case consulting and design, application development, system integration, implementation, and managed services, while SES will provide end-to-end satellite networks via O3b mPOWER that will be seamlessly integrated with NTT's offering.

"Private 5G is a transformative power that enables enterprises to build upon existing network infrastructure and deliver reliable, high bandwidth, and low latency connections for multiple use cases operating on a single Private 5G network," said Olivier Posty, Country Managing Director Luxembourg, NTT Ltd. Posty adds, "As our customers continue to innovate, network partners with the right skills and expertise will be critical to success in today's competitive market. NTT's robust Private 5G network-as-a-service full stack solution, delivered on-premises, at the edge, or as a cloud service, is complemented by



John-Paul Hemingway Chief Strategy Officer, SES



Olivier Posty Country MD Luxembourg, NTT Ltd

NTT's 24/7 remote monitoring services and a CIO self-service portal, ensuring that NTT's full stack of managed Edge Compute services delivers realtime actionable intelligence to drive processing efficiency and accelerate business performance."

NTT's Edge-as-a-Service offering includes IoT, Edge Compute, and Private 5G connectivity delivered by NTT across its global footprint. NTT's Edge-as-a-Service is a unique, fully managed, integrated solution that accelerates business process automation, enabling enterprises to quickly deploy their applications more securely and monitor them closer to the edge, thereby reducing downtime, improving user experience, and optimizing costs.

"This partnership between NTT and SES is an industry-first milestone at the whole industry level, combining massive amounts of expertise that both companies are bringing in each field, and the joint value proposition is ahead of the curve in terms of added value that will be provided to customers. This will open great opportunities also in countries where 5G spectrum is not yet ready, enabling the transformation of companies at a global scale." Alejandro



Alejandro Cadenas Associate VP, EMEATelco Mobility Research, IDC

Cadenas, Associate Vice President of EMEA Telco Mobility Research, IDC.

According to John-Paul Hemingway, Chief Strategy Officer at SES, the partnership is one of its kind as both companies jointly provide comprehensive and resilient connectivity solutions for customers around the world. "In addition to its predictable low latency capabilities, O<sub>3</sub>b mPOWER's best throughput and full flexibility on asymmetric or symmetric services will result in the seamless integration and extension of terrestrial and satellite networks, enabling our customers to unlock the full potential of emerging technologies like 5G, IoT, and cloud computing, and drive digital transformation across industries," he said.

The partnership between NTT and SES comes as organizations are increasingly turning to technology to drive growth and innovation. Organizations recognize the positive impact of high-speed connectivity and resilient networks on business operations, driving demand and fueling widespread digital transformation. By leveraging their respective strengths, NTT and SES are well positioned to provide customers with the innovative Edge as a Service solutions they need to succeed in a rapidly changing world.



### **ABS appoints Ramsey Khanfour as CCO**

ABS has announced that Ramsey Khanfour has been appointed as the company's Chief Commercial Officer (CCO), based at the head office in Dubai, UAE. Ramsey will be a key addition to the executive management team and will oversee global sales and marketing activities to drive the company's next phase of growth as it navigates new markets, solutions and business models.

Ramsey brings over 20 years of international experience spanning business development, sales, and strategy, with a long track record in the industry in senior leadership positions as well as a strong foundation in consulting and network engineering for fixed and wireless technologies including satellite and optical networks. Amit Somani, CEO of ABS, commented: "Ramsey brings a myriad of experience and expertise that will help us drive innovative growth in key sectors such as government, telecommunications, mobility and media, leveraging various business



Ramsey Khanfour - CCO, ABS

models and capitalizing on existing and new partnerships. His wide range of experience perfectly complements the ABS team and strategy, and we look forward to working with him to drive future successes for ABS, and for our partners and customers across the globe."

Commenting on his new appointment, Ramsey Khanfour said: "I am very excited to be appointed as the CCO of ABS at this transformative time when the industry is constantly evolving. A big part of my role is to continue to align and build on the company's momentum to strengthen and extend ABS's current business for our evolving customers, partners, markets and technologies."

Prior to joining ABS, Ramsey was VP of Sales and Business Development at SES, focusing on government, Telcos/MNOs, cloud, energy, mobility and media verticals amongst others for satellite solutions and space development. He previously held senior roles with Booz & Co, STC, Orange Business services, and Nortel Networks in the GCC and North America.

Ramsey holds an Electrical Engineering degree in telecommunications from Polytechnique de Montréal university in Canada. He is fluent in English, French and Arabic.

#### **ANGA COM 2023 expands International Conference Program on OTT, Streaming, Connectivity and FTTH**

Exhibition and Conference for Broadband, Television & Online from 23 to 25 May 2023 in Cologne/Germany, has released the agenda of the new Innovation Stage. The Innovation Stage is part of the special area media distribution with the Streaming & OTT Hub in Exhibition Hall 7. All exhibition visitors and ticket categories have free access to the new stage. The program includes more than 30 additional speaker slots on video, streaming and connectivity in English. There will be up-to-date presentations and discussions on topics such as Security & Encoding, Sustainability, Energy Management, Smart Home, Low Latency, Personalization, Smart TV, Cloud Technologies and DVB-I.

Together with the new International FTTH Summit within the strategy



program, which has already been published, and the technology program, which will be released shortly, ANGA COM offers more than 90 speaker slots in English for the first time.

Dr. Peter Charissé, CEO, ANGA COM said, "With the massively expanded program in English, ANGA COM will be even more attractive for international visitors this

year. This applies equally to video topics as well as FTTH and connectivity topics. I am particularly looking forward to the completely new and first-class program of the Innovation Stage, with which we are expanding the topics of video and media distribution in particular. And this, since it offers free access for all exhibition visitors, with maximum coverage. The line-up of the new International FTTH Summit with leading vendors and network operators on the FTTH roll-out in Europe has also developed excellently."

The strong international relevance of ANGA COM can also be seen in the fact that the number of exhibitors has now grown to more than 470 companies from 35 countries. In 2022, visitors of ANGA COM traveled to Cologne from a total of 82 countries.



# Azercosmos delegation attends **Space Technology Conference** in Tashkent



A delegation of the Azercosmos, Space Agency of Azerbaijan attended the "Space Technology Conference" held in Tashkent, Uzbekistan from April 24-27.

Taking place already for the second time in Eurasia region, conference brought together national space agencies from Central Eurasia and the international space community. The event's agenda included discussions on the opportunities of the rapidly growing global space industry, satellites and their applications, observations, communication, space innovations and investment in this area.

Heads of Turkic States space agencies met for the second business meeting during the first day of the conference. Following topics from the previous meeting – 1st Meeting of Space Agencies and Entities of the Organization of Turkic States, which was held in Baku in 2021, participants discussed new cooperation opportunities in the space field, ways of developing collaboration towards a common goal of peace in space, new space technologies and applications.

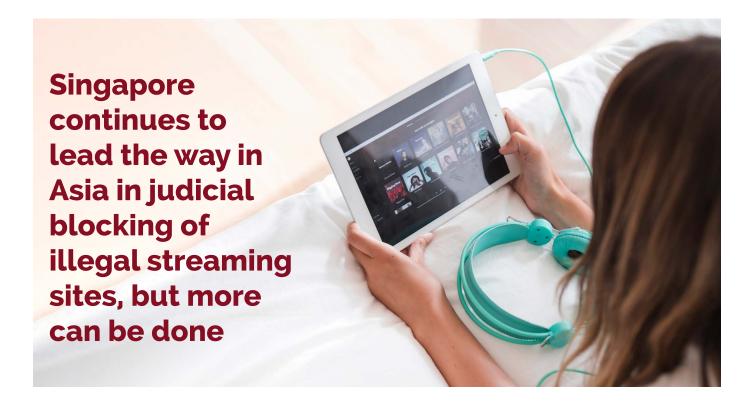


Chairman of the Board of Azercosmos Samaddin Asadov had a speech at the session dedicated to "Regional cooperation, international investment and sustainable development of the space industry". In his speech S. Asadov highlighted the importance of space field for Azerbaijan, the activity of Azercosmos in space area within the last 10 years, including projects and cooperation with organizations and institutions from Europe, Africa and Central Asia. Guests were informed about the 74th International Austronautical Congress in Azerbaijan, especially, the impact and

importance of hosting it in Baku for the whole region. Representatives of different space agencies were invited to actively participate during the Congress in October,

STC 2023 will continue with panel discussions, where will be discussed the regional and international market trends of the space industry, the role of geographic information systems in digital transformation, and the possibilities of satellites in sustainable socio-economic development of countries.





The Asia Video Industry Association's Coalition Against Piracy (CAP) commends the Singapore High Court for its latest Order to block another 20 illegal streaming sites and associated domains responsible for the distribution of illegally streamed content in Singapore. Under the Order, Internet Service Providers must disable access to these illegal sites and their associated domains.

The Order is the latest in an ongoing campaign by CAP members, BBC Studios, LaLiga, the Premier League and TVB International, that has seen the blocking of hundreds of illegal streaming sites that were offering access to some of the most sought-after content including premium sports, drama and entertainment.

The Order comes as CAP releases its latest YouGov consumer surveys that highlight the effectiveness of site blocking, particularly in Singapore. "It's no coincidence that after almost ten years of blocking pirate sites, the research shows that Singapore has one of the lowest piracy rates in the region, but given the inherent time and cost



Matthew Cheetham General Manager, CAP

inefficiencies in the system we can only imagine how much more effective it could be if rights holders were able to block more often and at a higher volume," said CAP's General Manager, Matthew Cheetham. The YouGov surveys also show that Singapore consumers are being educated about the dangers and risks associated with accessing illegal

content online. Cheetham noted, "In blocking access to these illegal streaming sites, Courts are not only protecting the rights of content holders, but just as importantly continuing to educate and protect consumers who are often unknowingly exposed to viruses and malicious content when accessing illegal sites, including malware that can access a user's sensitive data such as banking details."

Site blocking continues to have multiple positive benefits as the YouGov research shows that in addition to Singapore having the highest consumer awareness in the region of the dangers and risks associated with accessing illegal content online, it also has the highest rates of subscription to legitimate content channels. Cheetham further noted, "Protecting content and providing easy access to legitimate sources go hand in hand. There are now a multitude of ways in which consumers can easily and affordably access legal content, and in doing so protect themselves from the risks associated in accessing pirate



# **Abu Dhabi and Hong Kong discuss Collaborations and Technology Integrations** at Digital Economy Summit 2023

Asia's flagship innovation and technology event, the Digital Economy Summit (DES) 2023, took place at the Hong Kong Convention and Exhibition Centre (HKCEC) on April 13-14, 2023. Jointly by the HKSAR Government and Cyberport, the two-day summit held in a hybrid format gathered the world's influential leaders in technology, business, academia, and government, to explore the significance of technological innovations in boosting economic growth and accelerating the formation of resilient and future proof digital societies.

Gabrielle Inzirillo, Head of Ecosystem Development, Financial Services Regulatory Authority at Abu Dhabi Global Market gave a keynote speech at the summit highlighting strong relations between the UAE and China across projects. She said, "The UAE has become the world's testbed for emerging technologies, and China has been at the forefront of innovation. With a special focus on the development of smart



Gabrielle Inzirillo - Head of Ecosystem Development, Financial Services Regulatory Authority, Abu Dhabi Global Market

cities, the robust infrastructure of both countries would enable strong economic growth in the coming years. Technology

is a key enabler for growth across sectors today, but it comes with some risks such as data protection, security, and privacy, that's why the wise leadership of the UAE has initiatives in place that are focused on upskilling employees, a path to build a knowledge-based economy." Commenting on the smart city projects, Gabrielle added, "Masdar is one of the best examples of smart city projects. The city has large-scale renewable energy projects, vertical gardens, carbon neutral and it's a car-free city."

DES 2023 aims to inspire regional and global visions for a better digital future. More than 100 renowned international speakers share their insights over the two days in eight specialist forums anchored around the central theme "Emerging with Resilience: Fostering a Smarter Future".

John Lee, Chief Executive of the HKSAR; Professor Sun Dong, Secretary for Innovation, Technology and Industry of the





HKSAR Government; Shumin Cao, Deputy Director, Cyberspace Administration of China and Dong Chen, Deputy Minister, The Liaison Office of the Central People's Government in the HKSAR, officiated the opening ceremony.

John Lee, Chief Executive of the HKSAR, said, "Our country's key strategies of the National 14th Five-Year Plan and the Guangdong-Hong Kong-Macao Greater Bay Area development support Hong Kong's development into an international innovation and technology (I&T) centre. We are now poised to start a new chapter of digital economy development through our persistent pursuit of I&T advancement. To echo the theme of today's Summit, we must embrace the sweeping changes

brought about by the digital revolution, in order to emerge stronger than ever in a smarter future. As the only city in the world where the global advantages and the China advantage converge, Hong Kong will continue to be the ideal base for Mainland enterprises to develop their global reach and a launchpad for foreign companies to gain access to the Mainland Chinese market. It is our top priority to ensure that business and investment prospects in Hong Kong will continue to flourish in the years to come."

Professor Sun Dong, Secretary for Innovation, Technology and Industry of the HKSAR Government, said, "To achieve high-quality economic development, digitalization is an inevitable trend. On this journey of transformation, I&T is

one of the key driving forces. The wider adoption of I&T could revitalize traditional industries, spawn new businesses, foster a diversified economy and create quality employment opportunities in Hong Kong. This term of Government has accorded high priority to I&T development with promoting digital economy development and developing Hong Kong into a smart city as one of the key directions. We will continue to roll out more initiatives in spearheading the development of our digital economy and smart city. I would like to express my heartfelt gratitude to Cyberport, all the co-organizers and partners, as well as my colleagues in Office of the Government Chief Information Officer, for bringing this year's extraordinary Summit to us all."

Simon Chan, Chairman of Cyberport, said, "The pandemic has accelerated global digital adoption and unleashed a wave of transformation that will continue to reshape people's lives, smart city development, and industries in the years ahead. DES 2023 creates a platform for leading thinkers and decision makers from government, business, and academia to come together and explore the exciting possibilities the future may hold. I would like to extend my heartfelt gratitude to all speakers and guests for joining us at DES 2023 and presenting us with fruitful discussions that inspire business leaders and entrepreneurs, as well as contributing to Hong Kong's development into an international innovation and technology center."



John Lee Chief Executive, HKSAR



Selina Yuan - President, International Business, Alibaba Cloud Intelligence



#### **Technologies Shaping the Future**

On Day One, DES 2023 offered attendees numerous opportunities to envision how digital innovations are defining the new post-pandemic normal and helping to create more sustainable societies and more competitive businesses.

The Visionary Forum was a highly anticipated highlight of DES 2023, where global industry experts spoke about the impact and potential of various technologies under the theme "Recreate Future Sustainable Societies". The audience heard from Yang Peng-fei, Director-General of the Guangdong Provincial Administration of Government Service and Data; William Xu, Chair of Scientist Advisory Committee, Huawei; Dr Will Cavendish, Global Leader of Digital Services, Arup; Selina Yuan, President for International Business, Alibaba Cloud Intelligence; Raymond Janse van Rensburg, Vice President, Systems Engineering, APJC, Cisco; Gabrielle Inzirillo, Head of Ecosystem Development, Financial Services Regulatory Authority at Abu Dhabi Global Market; and Dr Luyi Mo, Vice President and Head of Guangzhou-Shenzhen R&D Center, Pony. ai. These leaders covered a vast range of topics, including digital government development, the provision of new immersive viewing experiences enabled by cloud-based systems at international sports events, low-carbon development and smart urban transformation driven by digital innovation, as well as the latest developments in autonomous driving technology.

In the afternoon sessions, experts and attendees took an in-depth look at the application of technology in the digital economy. The Chambers Forum, supported by six major chambers of commerce, addressed how enterprises are integrating traditional and new economy to drive business transformation and stay ahead of the curve, while the Smart City Forum organized by Smart City Consortium focused on how Hong Kong and the Greater Bay Area (GBA) are leading the





way in developing and driving smart city developments. The stage featured high-level representatives from tech giants such as Microsoft, Panasonic, SenseTime, Tencent Cloud and Dmall, as well as speakers from organizations in Finland, France, Singapore and the GBA. Concurrent with these events, Huawei's Digital Government Symposium identified and discussed the key elements of e-government and discuss how they are being implemented in the Greater Bay Area and overseas.

#### **Experience the Smart Future**

In addition to specialist forums, an experience zone has been set up to showcase the latest technology solutions from Cyberport community start-ups, partners, and more, giving attendees the opportunity to experience technological

solutions first-hand. Applications revolve around the digital economy, smart city, smart mobility, and new industrialization, which are aligned with the main directions of the Hong Kong I&T Development Blueprint. The showcased solutions span the essential smart living domains of medical, food, living, mobility, and many other aspects. Participating companies include smart retail solution provider Dmall and HealthTech start-up Gense Technologies, which offers affordable portable medical imaging devices, smart mobile farm developer Farmacy, and many more.

The second day of DES 2023 will feature four specialist forums of substantial impact on the future of digital economy, namely FinTech Forum, Beyond Web3 Forum, Smart Mobility Forum and New Industrialisation Forum.



### **UAE hosts first OIC-CERT Board meeting for** 2023 and first in-person Working Groups meeting since 2021



The first in-person meeting of the 2023 Board Members of the Organization of Islamic Cooperation – Computer Emergency Response Team (OIC-CERT) was held on March 12-13, 2023, in Abu Dhabi, UAE. In the meeting, the 2023 business plan and key activities by each member country were presented and discussed, while the areas in which the Board would oversee the action plan were identified.

In the Board Meeting, H.E. Dr. Mohamed Al-Kuwaiti, Chairman of the UAE Cybersecurity Council, stressed the importance of addressing cyber incidents and promoting awareness - raising capacity-building initiatives. He mentioned that the UAE, as the Deputy Chair of the Board, would contribute by hosting cybersecurity

awareness and interactive workshops for OIC-CERT members.

In addition, respective OIC-CERT Working Group (WG) meetings for the 5G Security Framework WG, Cloud Security WG and Blockchain WG were held as satellite events of the GISEC 2023 on March 16.

The OIC-CERT 5G Security WG discussed the rollout plan for adopting the framework in the remaining member countries, with the UAE and Malaysia as the implementation reference point.

The meetings of both the OIC-CERT Cloud Security WG and Blockchain Security WG were held for the first time since the groups' established during the OIC-CERT

10th General Meeting in 2022. The two working groups aim to develop a common security framework for risk assessment and management and an open standard that can be used to mitigate any technical difficulties in Cloud Computing and Blockchain.

To date, the OIC-CERT Cloud Security WG has attracted 15 organizations from 11 countries to join forces, while the Blockchain WG have 8 organizations from 5 countries participating.

Dato' Ts. Dr. Haji Amirudin Abdul Wahab, CEO of CyberSecurity Malaysia and the OIC-CERT Permanent Secretariat, said, "Protecting telecom networks is paramount in response to the formidable global





cybersecurity challenge. But the immense efforts of the OIC-CERT and individual members bring us that much closer to our vision of cooperatively developing cybersecurity capabilities to mitigate cyber threats. We see 2023 as a watershed year as more countries join the OIC-CERT WG and contribute to the common goal of a safe cyberspace."

Engr. Bader Ali Said Al-Salehi, Chair of the OIC-CERT and Director General of the Oman CERT said, "The Working Group meetings marks another milestone in our ongoing efforts to promote cybersecurity among members. With UAE and Malaysia's pioneering roles in adopting key elements of our

security framework, we now have an important benchmark and platform to build upon. We will continue working together to make the OIC-CERT a leading cybersecurity platform to make cyberspace safer."

#### UAE leads the OIC-CERT 5G Security Framework implementation

In 2022, UAE published the UAE Telecom Cybersecurity Guidance to strengthen the country's telecommunication cybersecurity effectively. The Guidance will effectively strengthen UAE telecommunication cybersecurity in a holistic and systematic manner, involving governance and management,

implementation, and improvement of a secure, resilient and self-healing telecom network. Comprised of two parts, the Guidanc

e defines a defense-in-depth, zero-trust driven multi-layered framework based on the OIC-CERT 5G Security Framework. This approach builds security incrementally from the physical layer security to the application layer security based on internationally recognized standards and best practices.

In March this year, the UAE Cybersecurity Council, OIC-CERT, and e& co-organized the first UAE Telecom Cybersecurity Guidance Adoption Workshop as a satellite event of the GISEC Global 2023. At the workshop, e& announced that it is the first UAE carrier to do a pilot deployment of the UAE Telecom Cybersecurity Guidance and proactively respond to the national cybersecurity initiative. At the workshop, H.E. Al-Kuwaiti described the UAE Telecom Cybersecurity Guidance as vital to help drive the country's efforts to establish the world-first telecom information security management system (ISMS) to govern, manage, implement and optimize telecom cybersecurity.

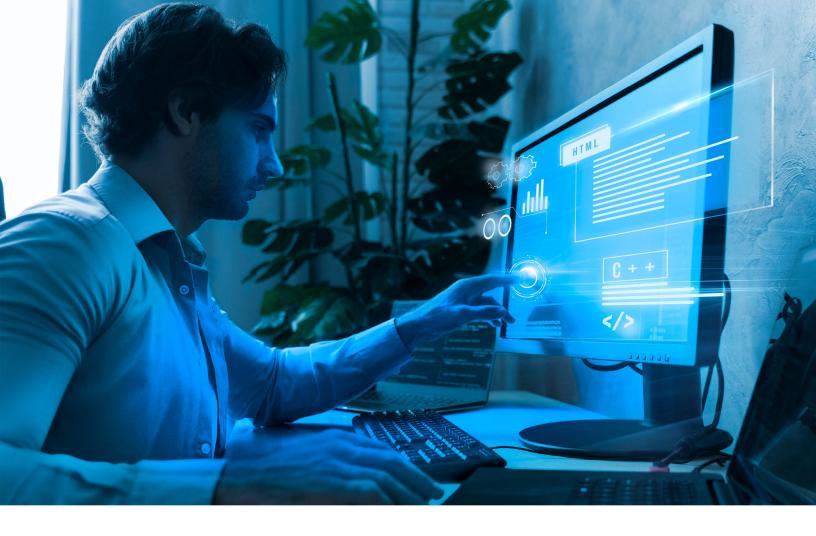
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#### Protecting telecom networks is paramount in response to the formidable global cybersecurity challenge

Dato' Ts. Dr. Haji Amirudin Abdul Wahab CEO, Cybersecurity Malaysia, OIC-CERT Permanent Secretariat





# Huawei shares future vision for 5.5G, ICT green development and Giga City in the region at SAMENA Leaders' Summit 2023

Huawei Middle East and Central Asia will be participating in SAMENA Telecommunications Council Leaders' Summit 2023, the leading telecommunications industry event in the region.

Taking place on May 15 in Dubai, SAMENA Leaders' Summit 2023 is organized under the "Sustainable Connectivity and Emerging Ecosystems in Digital Economy" theme. The annual international industry leaders' congregation will delve into clustered discussions centered on ICT Infrastructure requirements in the region, Digital Services Landscape & New Digital Enablers; Multi-Dimensional Approaches in Cybersecurity; Evolution of 5G Digital

Technologies and much more.

Through its participation in the event, Huawei will highlight the immense socioeconomic benefits digital transformation brings to the region. With partners, the company will map the way forward for digital economies through digitalization driven by advanced connectivity and solutions.

Huawei is the event's lead sponsor for the 10th consecutive year. Its key contributions to the upcoming 2023 edition of the event include organizing the World Summit on the Information Society (WSIS) in collaboration with the ITU and SAMENA, hosting the 5.5G forum, shedding light on ICT green

development, Giga City, and raising awareness of digital resilience and cyber security requirements in the accelerated digital world.

Bocar BA, CEO & Board Member of SAMENA Council, said, "The Leaders' Summit 2023 advances SAMENA Council's aim to address the complex, sustainability aspects of connectivity and associated impact on digital ecosystems and digital economy to the next level. This includes addressing the evolution of 5G, business and societal needs for digital competence and choice in emerging markets, secure as well as sustainable cyberspace while greening our ICT development. This year's Summit has attracted exceptional participation of



stakeholders and privileged patronage and participation from UAE government bodies, as well as collaboration from the industry's leading regional and international ICT bodies, including the ITU, GSMA, GCC governments, the United Nations Broadband Commission, Telecom Operators, Digital Platforms, and leading Technology Providers like Huawei. We anticipate achieving new milestones in industry collaboration and multi-stakeholder cooperation-building in pursuit of advocacy on behalf of the industry."

Steven Yi, President of Huawei Middle East and Central Asia, said, "Digital transformation brings immense socioeconomic benefits to society. However, continuous progress can only be achieved through digital trust, which must be based on facts and standards. Global standards increase trust, allowing digital ecosystems to take root and grow. We remain focused on contributing to the ICT ecosystem, standards organizations and working with customers and industry partners to drive industry upgrade and help create an environment where ICT development is set through openness, collaboration, and innovation for shared success."

WSIS's theme is Enhance Digital Trust for a Sustainable, Connected, Intelligent World. Digital transformation and connectivity yield undeniable benefits, including improved productivity, innovation and modernization, accelerated economic growth and advanced human development, but this can only be achieved with appropriate measures taken and trust being built among stakeholders A panel discussion at WSIS will explore how to maximize the potential that accelerated digital transformation can bring to emerging markets and how best to foster and entrench multi-stakeholder digital trust.

The 5.5G forum will preview the imminent 5.5G era, where all things are connected through intelligence. The 5.5G era includes five major features: 10 Gbit/s





We remain focused on contributing to the ICT ecosystem. standards organizations and working with customers and industry partners to drive industry upgrade and help create an environment where ICT development is set through openness, collaboration, and innovation for shared success.

Steven Yi - President, Huawei Middle East and Central Asia



experience, full-scene IoT, communication perception integration, L4 autonomous driving network, and green ICT. In the 5.5G era, technological innovation will improve network performance ten times compared to current 5G capabilities. In addition, the new era will empower operators to open new business frontiers and leverage 100 times new business opportunities.

Huawei will also shed light on ongoing progress in Green Development. As the global economy recovers, industrial digitalization is accelerating, as does ICT systems' energy consumption. As carbon emission reduction strategies gain global prominence, calls are growing for the ICT industry to adopt greener practices and shoulder its burden of reducing CO2 emissions. Huawei will work with all parties to help the region move to a greener world.

Huawei will discuss its vision for the Giga City. In sessions with customers and partners, experts will explore the importance of optical fiber as a national digital transformation infrastructure and spotlight national success stories in the Giga era. These countries defined advanced strategies for building gigabit societies and have continuously improved the relevant policies and investments to stimulate Giga development. With the powerful advantages of fiber in terms of capacity, sustainability and green development, gigabit optical networks can further promote the development of the digital society. These success stories will further drive 10 Giga society development.

"Together with our ecosystem partners, we will continue to provide innovative technologies, products, and solutions that help our customers build open, secure, flexible, and easy-to-use digital platforms. With our digital platform, Huawei assists customers in crafting their own intelligent solutions and enables industries to navigate digital transformation and intelligent upgrade, injecting new momentum into the digital economy," Steven Yi concluded.

## **GLOBAL ICT, TELECOM & SATCOM EVENTS 2023**







































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