

Day 02

Enterprise resource planning: an insight view

11:30 am Enterprise resource planning and affectivity in South Asian telecom industry

- Current market scenario
- Initialization of ERP in telecom organization
- Effects and growth of organization for ERP



Mir Nawbut Ali
Director Marketing
Bakcell Ltd, Azerbaijan

12:00 pm Panel Discussion: In view of growing customer needs and expectations, enterprises need to move towards dynamic, multi-model Contact Center Solutions to provide richer and better customer experience. What are the ideas that enable organization to handle this situation.

- Converged enterprise networks and the future role of the operator
- Extending further into the enterprise network by bringing together business and technology architectures

Moderator

Rohan Samarajiva
CEO
LIRNEasia

Panelists

Mir Nawbut Ali
Director Marketing
Bakcell Ltd, Azerbaijan

Khalid Hasan
Project Director
Business Environment Management,
Telenor Group Asia

Santanu SenGupta
Owner
Study and Jobs Worldwide

12:30 pm Lunch Break

Case Study- An insight into the real world scenario

2:00 pm Growing industry & challenges related to roaming (India)

- India as a customer base
- Roaming –why it has been a success in India
- How can others countries adapt to it



Khalid Hasan
Project Director
Business Environment Management,
Telenor Group Asia

2:30 pm An operator's need: will the industry respond?

- Solution that decreases the cost of infrastructure and operational expenses to cover rural areas
- What are the savings in CAPEX and OPEX for cellular operators?
- What are the synergies we can draw from power transmission systems and cellular service systems



Santanu SenGupta
Owner
Study and Jobs Worldwide

Role of CSR in the telecommunication Industry

3:00 pm NGO functions facilitate by Telecommunication in South Asia.

- Impact that telecom firms can have in society through CSR
- Current scenario
- Successful implications (country case)



Rubaba Dowla
Chief Commercial Officer
Grameenphone Ltd

3:30 pm Coffee Break

4:00 pm Implementing the newest technologies to deliver voice and data services to remote areas

- Balancing the deployment of networks between densely populated urban areas and rural areas
- Determining which technologies are best suited to maximize the coverage of remote areas
- Ensuring the solutions chosen is cost-effective



Omer Rashid
Chief Commercial Officer
Banglalink

4:30 pm Panel Discussion Increasing the affinity for data in emerging markets to become profitable with low-disposable income customers

- Expanding growth by connecting the unconnected - the key differences in the mobile data business models of developed and emerging markets
- Which empowering services will drive data revenue in emerging markets?
- Balancing low and high end-user segments to help control the key instruments of the business operations

Moderator

Sameer Sharma
Senior Advisor
Asia Pacific Region,
International Telecommunication Union

Panelists

Rubaba Dowla
Chief Commercial Officer
Grameenphone Ltd

Omer Rashid
Chief Commercial Officer
Banglalink

Sumon Ahmed Sabir
Managing Director
BDCOM Online Limited

5:00 pm Cost-effective technology solutions to make rural telecommunications profitable

- Examining the technology choices available to provide coverage to remote areas
- Keeping OPEX and CAPEX low in order to provide profitable services in low income areas
- Are wireless technologies best suited to the provision of communications to rural areas?



Sumon Ahmed Sabir
Managing Director
BDCOM Online Limited

5:30 pm Closing of Conference , Speech by the Chairman