

## AGENDA

(Room 107)

8:30 a.m.      *5G's Effect On Higher Density/Smaller Footprint Fiber Optic Cable and Trickle-Down Benefits for the Regional Telco Provider* .....COLLIN BUTEN  
**AFL**

Advertised Bandwidth available from carriers such as MSOs or CLECs and RBOCs and what differentiates one from another. What it means, the difference between an active and passive circuit and what's needed for small business applications. The difference between advertised speed rates and symmetrical bandwidth and how fiber optic technology and equipment plays into what's available for the home and business. Lastly, how cloud applications (Voip phone systems in particular) use bandwidth and what types of circuits are needed and available.

9:15 a.m.      BREAK

9:30 a.m.      *Dynamic Revenue and Secure Systems: Lessons Learned From the 2019 Investigation Station Rotation Workshop*..... BOB BUCHKO, PhD  
Director, Marketing  
**NeoNova**

How can we diversify services to create market resilience, reduce churn, and increase revenue? What are the major security threats facing us today, and how do we mitigate them? What innovative methods can we use to convey the value we can offer to current and prospective customers? To explore these and other questions, NeoNova partnered with SecurityCoverage, Dynetics, and CrowdFiber to conduct an industry survey and host a small-group discussion workshop at the NTCA Technology & Business conference. During this educational session, we'll review the lessons learned from the survey and the discussions at the event, along with recommendations based on the results.

10:15 a.m.      *Cloud Networking or Traditional Architecture, "What's in it for Me? – How can I get there?"* ..... GORDON CAVERLY  
Regional Vice President  
**Mid-State Consultants, Inc.**

*STEVE HEAD, Solutions Architect*  
**HEADNetworks LLC**

Is it time to move our network to the cloud? Competitive access providers are building in the cloud from the start of their networks, and it is a struggle to compete in pricing, provisioning, and operational readiness. What are the pros and cons of this move and is the technology mature enough to start making this move today?

11:00 a.m.      *Tentative Adjournment*