



October 5 & 6, 2023

Kalahari Resorts and Conventions
Pocono Manor, PA

THURSDAY, October 5, 2023

7:00 AM – 11:00 AM	EXHIBITOR SET UP	Kilimanjaro Ballroom
8:00 AM	REGISTRATION	Registration 3 Front Corner of Ballroom
8:30 AM	MORNING BREAK <i>Sponsored by: Goldfield Telecom Millennium Power & Tel</i>	Center Foyer
9:00 AM – 9:45 AM	USER GROUP (open to telcos only)	Aloeswood



**Unleashing the Power of Real-Time Fiber
Infrastructure Monitoring & Assurance!**
Clark Scott, Optical Global Business Development
Director

Fiber infrastructure is the foundation of all modern broadband networks. Learn how to monetize and protect this critical resource around the clock with always-on, real-time fiber monitoring. This session will show you how to:

- Enable premium SLAs for dark fiber offerings
- Reap major savings by reducing fiber fault MTTR
- Precisely locate breaks and degradation events
- Monitor critical infrastructure for unauthorized access with passive sensors

10:00 AM WORKSHOPS

Your Cloud Communications Opportunity & the Best Way to Execute
Alianza

Fiber Jetting 101
WKW Associates

Presenter: *Dag Peak*, Chief Product Officer

Presenter: *Michael Gana*, VP of Sales

Location: Aloeswood

Location: Rosewood

Your small-to-medium businesses (SMBs) continue to use outdated legacy phone solutions and are ready to adopt modern solutions with tangible benefits. Research firm Cavell Group predicts a substantial revenue opportunity for service providers, with the U.S. cloud communications market set to grow to over 64 million users by the end of 2025. Knowing what to sell, who to target, and how to grow these cloud solutions, however, can be challenging. So how can service providers capitalize to maximize revenue growth? This session will cover some best practices and industry-vetted advice that can help you do things right.

This presentation will explain the benefits of Fiber Jetting vs Pulling or Pushing Fiber, promoting construction efficiencies.

Our Chief Product Officer will share:

- Business voice and UC product portfolio options and target markets
- Productization and go-to-market considerations
- Essential technology platform vendor requirements

11:00 AM - Noon

USER GROUP (open to telcos only)

Aloeswood



Exploring Cutting-Edge Transport Technologies & Architectures!

Clark Scott, Optical Global Business Development Director

Broadband access networks demand more from aggregation and transport solutions. Service providers must carefully plan networks that are growing rapidly in size and bandwidth. Learn how Adtran can help:

- Gracefully upgrade transport for existing deployments
- Optimize first-cost for new builds while allowing for in-service growth
- Design transport networks supporting all edge services from residential to commercial

Noon – 1:30 PM

EXHIBITS AND LUNCH

Kilimanjaro Ballroom

Lunch Sponsors:



1:30 PM WORKSHOPS

Setting up for Success with Wi-Fi 6E
Zyxel Communications

**Improve Productivity with Camera and Traceable
Pushrod Systems**
Vivax-Metrotech/Rep Com International

Presenter: *Andrew Cuellar*, Product Marketing Manager

Presenter: *Kelvin Cherrington*

Location: Aloeswood

Location: Rosewood

As subscriber demands for more bandwidth continue to grow, service providers and utility companies are looking towards offering speeds beyond gigabit. With all the discussion focused on multi-gig offerings and even 10G speeds, we sometimes tend to forget about the focal point of the subscriber experience, Wi-Fi. Wireless technologies continue to evolve, and solutions are available now with Wi-Fi 6 & 6E to address the challenges of the ever-changing smart home. The latest Wi-Fi 6E is laying the groundwork for the future of wireless, Wi-Fi 7. Wi-Fi continues to keep up and improve to meet these new demands with always-on and connected devices throughout subscriber networks. Offering a managed Wi-Fi solution with industry standard TR-069 brings things to the next level in terms of support and customer satisfaction. Remote and cloud management solutions offer the ability to monitor, troubleshoot, and upgrade subscriber networks with ease.

Standard pushrod systems, even when used in conjunction with a locating Sonde may still only give you part of the picture. Adding camera technology and a locatable pushrod will increase efficiency, detect issues, and track down buried boxes and flowerpots. As more providers transition from aerial to underground fiber deployments, especially in newer residential and suburban environments, locating previously installed materials can prove to be a challenge as the ground above is manipulated during construction and delayed build schedules. While pedestal and distribution hubs may be easy to see, can you remember where the duct runs, where the next vault or flowerpot is located? Locating technology to include sonde's, and camera systems can help you find those hidden assets. Cameras can determine issues with the pathways and a traceable pushrod keeps you moving in the right direction along the right path. Standard rodders are an excellent option for standard push/pull applications but when the situation is less than ideal, enhanced technology gives you enhance performance.

2:30 PM

AFTERNOON BREAK

Center Foyer

Sponsored by: *Goldfield Telecom*
Millennium
Power & Tel

2:30 PM WORKSHOPS

PON Testing Challenges

VeEX, Inc.

Presenter: *Neil Pollenz*, Regional Sales Manager NE

Location: Aloeswood

With the release of Broadband funding, many organizations have increased their service offerings to Gigabit+ and are doing so by deploying 10G PON(XGS-PON)....There are challenges associated with deploying a mixed GPON/XGS environment and this presentation will address those. Power measurements, Fiber Testing, and Service Verification will all be discussed.

BESS “Emerging Trends & Best Practices”

Concentric

Presenters: *Justin Kutniewski*, National Sales Executive
Bob Magyar, Critical Power Sales Manager

Location: Rosewood

Battery and Energy Storage Systems will be the main topic. Stacked Benefits for customers and how to make money with your BESS. Different options and systems available for small to large applications. Costs and tax benefits for BESS.

3:30 PM – 6:30 PM

EXHIBITS OPEN

Kilimanjaro Ballroom

\$500 CASH PRIZE DRAWING around 6:15

(for one lucky telco attendee – must be present to win)

Sponsored by: WKW Associates

4:30 PM – 6:30 PM

RECEPTION

Sponsored by:

ciena

LGIC
NETWORKS

ZYXEL
COMMUNICATIONS

Kilimanjaro Ballroom

6:30 PM

Exhibitor Tear Down

6:30 PM

Dinner On Your Own

Make Reservations

FRIDAY, October 6, 2023

7:30 AM	REGISTRATION	Center Foyer (Change in Location)
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8:00 AM – 9:30 AM	NETS GROUP BREAKFAST BUFFET (open to registered attendees only – please wear name badge)	Suites 3 & 4 Kilimanjaro Ballroom
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Breakfast Sponsors:



9:30 AM – 10:15 AM	WORKSHOP – Vantage Point Solutions Call Before You Dig (Yes, You!): Environmental & Cultural Issues in Construction Presenter: <i>Jana Morehouse</i> , Environmental and Cultural Resources Services Manager	Aloeswood
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New regulations abound for environmental and cultural resource clearances; potentially causing delays and skyrocketing costs. The key? Call before you dig: Reviewing these situations early can help plan the project around potential roadblocks, keeping projects on your timeline - not waiting on clearance from the state. This presentation gives a framework for working with different state and federal agencies for your projects, helping keep projects on time and on budget.

10:30 AM – 11:15 AM	WORKSHOP – NTCA – The Rural Broadband Association Update on Federal Cybersecurity Requirements and Compliance Presenter: <i>Blain Tesfaye</i> , Policy Analyst	Rosewood
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Congress and federal agencies like the FCC, CISA, and NIST are paying close attention to the cybersecurity- and resiliency of critical infrastructure, including telecommunications and broadband. This session will examine the cybersecurity laws and regulations telecom companies need to be aware of, including those attached to federal funding and grant programs, supply chain risk management, and cyber incident reporting.

11:30 AM – 12:15 PM	<p>WORKSHOP – Vantage Point Solutions</p> <p>BEAD Prep</p> <p>Presenter: <i>Kristy Szabo</i>, Director of Consulting</p> <p>Ready, Set, PREP! Like any funding program, if you wait until your state's application window is open... You'll be behind the curve of building a strong BEAD application. Vantage Point will walk through 5 practical key steps you can take NOW to be well positioned for a powerful, strategic BEAD application - and the (hopeful!) build out that follows.</p>	Aloeswood
12:30 PM	<p>\$500 CASH PRIZE DRAWING</p> <p><i>Sponsored by:</i> Danella Line Services</p> <p>(for one lucky telco attendee – must be present to win)</p>	Aloeswood
12:30 PM	Adjourn	