



**SUMMIT**  
**TELECOM Review**  
**LEADERS' SUMMIT**  
**"It's All About**  
**SMART Networking"**  
**13<sup>th</sup> Edition-Dubai**

December 10<sup>th</sup>, 2019  
 The Meydan Hotel, Dubai - UAE



Sponsorship  
**kit and stats**  
 2 0 1 9

[telecomreview.com/summit](http://telecomreview.com/summit)



Official Telecom Partner

**etisalat**

Strategic Partner

**HUAWEI**

Smart Partner

**NXN**

Platinum Sponsors

**PCCW Global**

**MTN GlobalConnect**

**NOKIA**



Gold Sponsors



**COMMSCOPE**

**EVOTEQ**

**SES**

**MAVENIR**



**B-YOND**

Silver Sponsors

**TATA COMMUNICATIONS**

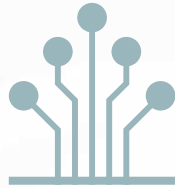
**RIPE NCC**  
RIPE NETWORK COORDINATION CENTER

**centrigent**

**Qwilt**

Telecom Review will host the ITU CxO meeting  
 on December 11<sup>th</sup> at the Meydan Hotel, Dubai, UAE





## Telecom Review Leaders' Summit is back!

Telecom Review Leaders' Summit is back in Dubai in its 13th edition. The 'It's All about Smart Networking' event will focus on the industry's main trends such as 5G, cybersecurity, data traffic and digitalization.



## Expected +600 attendees

The 2018 Telecom Review Leaders' Summit is targeting +600 attendees from all corners of the globe in the converging telecoms and IT industries. The event will gather telecom equipment vendors, telecom operators, industry regulators, government officials, content providers, cybersecurity experts, consultants and smart city innovators. Internet of things (IoT) will be a leading topic of discussion at the conference, along with discussions on 5G and the challenges facing regulation, as well as smart city presentations, talks on cybersecurity and data management.



## Great networking opportunity

In addition to in-depth panel discussions, attendees will enjoy the networking opportunities provided at the summit. Exhibitors in the demo area will also showcase their innovative solutions and meet with industry leaders and experts from around the globe.

# Testimonials



**Hatem Dowidar, CEO, Etisalat International**

I think Telecom Review is the standard for telecom journalism in the region. Many leaders from the ICT ecosystem and I attend the Telecom Review Leaders' Summit every year, because it provides us with the opportunity to engage in robust debates in a shared effort to improve the industry overall.



**Marc Halbfinger, CEO, PCCW Global**

I enjoy coming and getting a view of what's happening in the region. The content in substance of what the Telecom Review team delivers is just spot on and I just enjoy listening and taking part.



**Eric Handa, CEO, APTecom**

The quality of the people at this summit is just fantastic. C-Level executives from the ICT industry globally attend every year, and the quality of the Telecom Review team are they key differentiating factors for me when compared to other events.



**Mounir Ladki, President and CTO, MYCOM OSI**

I think the Telecom Review team has now acquired world-class expertise in organizing these brilliant ICT events. The conference is second to none in this region, where you have by far the largest gathering of C-Level executives and influencers from across the entire telecommunications industry. One other key aspect of the event is the networking opportunity provided.



**Chris de Josselin, CEO, StrataNet**

Our main business is focused in Asia and the US and it is very important for me to have a broader view of what is happening in the Middle East market. This event has given me the opportunity to meet potential customers and partners. I have heard a lot about the industry and what is happening in the region.



**Hazem Galal, Partner, PwC**

I attend conferences all over the world and what I find unique about this specific event is that it's a good combination of both a regional focus and a global outlook. It also combines the perspective from the ICT industry looking at smart cities in a more holistic matter.



**Dr. Mohamed Madkour, VP Global Wireless Networks Marketing and Solutions, Huawei**

At Huawei, we believe in the power of innovation and collaboration as a fundamental way to get ready for the 5G era. This summit summarizes these two aspects in terms of the innovation and collaboration. This is the kind of value we're looking at to enrich the 5G era, not just for Huawei but for all the operators in the Middle East.



**Matteo Maga, Managing Director, Accenture**

Accenture attends this event every year in an effort to measure the pace of innovation in the ICT sector in the region. The event also attracts ideas and expertise from global technology leaders. This year, as per-norm, the panel discussions and keynote presentations have been of a high-quality.



**Dr. Ibrahim Gedeon, CTO, TELUS**

They tend to focus on the C-suite. This event is not only unique to the ICT summits but to all the summits I attend. I like that fact that it's contained, a lot of time is given for networking and the topics are very relevant.



**Jihad Tayara, VP ICT Business Development, EITC**

We are very happy and proud to participate in this event as the Smart ICT partner. It's one of the best networking events that take place in the UAE and the region. The most impressive thing about it is that it is transforming from a traditional telco event to an ICT and smart city event.

# Telecom Review LEADERS' SUMMIT

hosted some of the most prominent executives from the global ICT ecosystem.

**Here are some of the companies that were represented at the 2018 edition**





Operator/Wholesale/Satellite	42%
Vendors	22%
Solution Providers	17%
Enterprise/Data Center	9%
Consultants/ Analysts/ Organizer/ PR Agency/ Events	6%
Government/ NGO	4%

## Operator/Wholesale/Satellite

ABS, Alfa, APTelecom, BT, Deutsche Telecom, EDCH, Emirates Integrated Telecommunication Company (EITC), du, Etisalat, Espresso Telecom Group Ltd, Integrated Telecom, Inwi, Maroc Telecom, Orange Egypt, Pakistan Telecommunication Company Limited, PCCW Global Limited, SES Networks, STC, Stratanet Group, TATA Communications, TELUS, Turk Telecom International, Vodafone,.

## Vendors

Accenture, Cisco Systems International B.V., Commscope, Ericsson, Huawei Technologies, Nokia.

## Job title breakdown

VPs	21.98%
Manager	21.68%
Director	17.46%
Partner/Board/Members/Presidents	11.74%
CEOs	9.33%
CTOs	2.71%
Government	1.50%
COOs	1.20%
Others	12.34%

## Solution Providers

Aeromaritime Security Systems Middle East, Al Khalijiah, Amazon Web Services, BalanceOn, Bloxec, Centrigent, Collinear Networks, Inc., Consensus, Eurisko Mobility, Evolving Systems, Inc., Flexenclosure, Grappa Systems, Hamilton Cavendish Consultants, IBM Middle East, IPT PowerTech, Istisharatcom, M800, Mavenir, MediaKind, Micity, Microsoft, MYCOM OSI, Nexnet Solutions, OGERO, Riverbed Technology, Sauga 360, Sigma Systems, Smart Age Engineering Consulting, Spice Tech, Toda.Network , Virgin Gates, Virtustream MENA, Z-Park, Internet of Things Industry Alliance.

Attendees	550+
Participating Countries	23+

## Enterprise/Data Center

Al Shirawi Infrastructure Construction LLC, Aldar Properties, Bee'ah, D Media Hub, Datamena, DMCC, Elis Pharmaceuticals, Experis Manpower Group, Innovest, Land32, Middlesex University Dubai, Sunrays Ventures, Tamdeed Projects, University of Dubai.

## List of Countries

Australia	KSA
Bahrain	Kuwait
Brazil	Lebanon
Canada	Morocco
China	Pakistan
Egypt	Singapore
France	Sudan
Germany	Turkey
Hong Kong	UAE
India	UK
Jordan	USA

## Consultants/ Analysts/ Organizer/ PR Agency

Assi Consult, Governance Dynamics, Heidrick & Struggles, Marcom Comprehensive Arabia DMCC, MSL Group, Needs Engineering Consultancy LLC, NXN, PwC, Related Inc., Sofrecom, Strategy&.

## Government/ NGO

Abu Dhabi Global Market Square, Almadinah Almunawara Development Authority, Arab Republic of Egypt, Dubai Economy, Embassy of Lebanon, Lebanese Ministry of Telecommunications, National Health Regulatory Authority Bahrain, Nedaa, Ripe NCC, Smart City Sharjah.

# Sponsors 2018

Official Telecom Partner

etisalat 

Smart ICT partner



Strategic Partner



Digital Partner



Knowledge Partner



Platinum Sponsors

NXN

PCCW Global

mycomOSI

NOKIA

Gold Sponsors



COMMSCOPE®



MAVENIR

الاتصالات المتكاملة  
INTEGRATED TELECOM



Silver Sponsors



micity



# Sponsorship 2019

## Diamond Sponsorship

(exclusive to one sponsor) **US \$80,000**

- Logo displayed on the event's printing & digital materials
- Editorial feature in the Summit special supplement: up to 4 pages
- OBC: outside back cover advertisement
- Co-branded with Telecom Review lanyards
- First speaking slot of 15 minutes
- 1 panelist in each of the Smart City Stream panels (3)
- 6 roll-up banners
- 20 complimentary registration passes for the Summit
- 20 complimentary invitations to the Gala Dinner

## Strategic Partner **SOLD**

(exclusive to one sponsor) **US \$70,000**

- Logo displayed on the event's printing and digital material
- Editorial feature in the Summit special supplement: up to 3 pages
- Double page advertisement
- Speaking slot for 15 minutes
- Panelist option (2)
- 4 roll-up banners
- Distribution of gift items such as pens, agenda, etc.
- 10 complimentary registration passes for the Summit
- 10 complimentary invitations to the Gala Dinner

## Smart Partner **SOLD**

(exclusive to one sponsor) **US \$52,000**

- Logo displayed on the event's printing & digital material
- Editorial feature in the Summit special supplement: up to 2 pages
- Double page advertisement
- 4 roll-up banners
- 9 complimentary registration passes for the Summit
- 9 complimentary invitations to the Gala Dinner
- Panelist option (1)

## Gold Sponsorship

**US \$24,000**

- Logo displayed on the event's printing and digital material
- Editorial feature in the Summit special supplement (1 page)
- Full page color (FPC) advertisement
- 2 roll-up banners
- 5 complimentary registration passes for the Summit
- 5 complimentary invitations to the Gala Dinner

## Coffee Breaks & Lunch Break Sponsorship

(exclusive to one sponsor) **US \$7,000**

- 1 roll-up banner display
- Flags on each table

## Official Telecom Partner **SOLD**

(exclusive to one sponsor) **US \$70,000**

- Logo displayed on the event's printing and digital material
- Editorial feature in the Summit special supplement: up to 3 pages
- Double page advertisement OR IFCS
- Speaking slot for 15 minutes
- Panelist option (2)
- 5 roll-up banners
- Distribution of gift items such as pens, agenda, etc.
- 15 complimentary registration passes for the Summit
- 15 complimentary invitations to the Gala Dinner

## Digital Partner

(exclusive to one sponsor) **US \$70,000**

- Logo displayed on the event's printing and digital material
- Editorial feature in the Summit special supplement: up to 3 pages
- Double page advertisement
- Daily E-news banner of the two day summit
- Speaking slot for 10 minutes
- Panelist option (2)
- 4 roll-up banners
- Distribution of gift items such as pens, agenda, etc.
- 10 complimentary registration passes for the Summit
- 10 complimentary invitations to the Gala Dinner

## Platinum Sponsorship

(up to eight sponsors) **US \$40,000**

- Logo displayed on the event's printing and digital material
- Editorial feature in the Summit special supplement: up to 2 pages
- Double page advertisement
- Panelist option (1)
- 3 roll-up banners
- 8 complimentary registration passes for the Summit
- 8 complimentary invitations to the Gala Dinner

## Silver Sponsorship

**US \$12,000**

- Logo displayed on the event's printing and digital material
- Editorial feature in the Summit special supplement (1 page) OR full page advertisement
- 1 roll-up banner
- 3 complimentary registration passes for the Summit
- 3 complimentary invitations to the Gala Dinner

## Bag Sponsorship **SOLD**

(exclusive to one sponsor) **US \$7,000**

- Co-branded with Telecom Review registration bags

## Terms & Conditions:

- Financial conditions: 50% upon signature and 50% one month prior to the event. The prices are subject to 5% VAT.
- This event is by invitation ONLY - Organizers have the right to ban access to anyone
- Early Bird entrance fee is US \$1,500 (before October 1st, 2019), Regular fee \$2,000
- Group rate (over 5 attendees) is negotiable
- Sponsors' passes are only entitled for own staff use (unless approved by the organizers)
- One award nomination per sponsorship

## Demo Area



**Book your preferred location NOW!**

This year, the Summit will witness the inclusion of an exclusive 'proof of concept' area outside the main conference arenas.

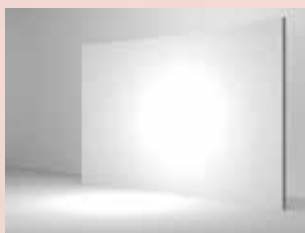
The area will be a visionary addition to the event, allowing technology and innovation leaders of the ICT industry to demonstrate their ideas towards growth, value and the future.

Spaces are limited **BOOK NOW** for your idea to be seen by leaders of the industry, at the only event of its kind in the region/UAE.

### Space and Shell Stand for Sponsors Only

#### Space only

Be creative. Appoint your own contractor and customize your stand design to differentiate your booth from others.



Space	Price
12sqm	\$8,500
18sqm	\$12,000



#### Space + Shell Stand

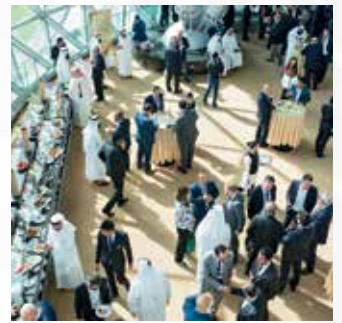
Comes complete with a basic stand structure, 2 chairs, a table, carpet, fluorescent lighting and fascia board with your company's name.



Space	Price
12sqm	\$10,000
18sqm	\$15,000







## Contact US

### **UAE office**

**Tel:** +971 4 447 4890

**Fax:** +971 4 4474889

**Office mobile:** +971 55 6397080

### **Content and speaking opportunities:**

[toni.eid@tracemedia.info](mailto:toni.eid@tracemedia.info)

### **All event and sponsorship related info:**

[tatiana.m@tracemedia.info](mailto:tatiana.m@tracemedia.info)

[ershad@tracemedia.info](mailto:ershad@tracemedia.info)

### **For awards related info:**

[jeff@telecomreviewna.com](mailto:jeff@telecomreviewna.com)

[awards@telecomreview.com](mailto:awards@telecomreview.com)

### **Other and all company related info:**

[tatiana.m@tracemedia.info](mailto:tatiana.m@tracemedia.info)

**\*Rates are subject to VAT**