



**Conference 2013:
The Internet industry: what lies ahead?**

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Agenda

9:15-9:45am Registration with tea and coffee

Welcome to the Conference by ISPA Secretary General, Nicholas Lansman

9:45am Keynote 1: James Brokenshire MP, Minister for Crime and Security

Introduction and Q&A chaired by ISPA Chair, Mark Gracey

10:15 – 11:15 Panel 1: 'A Content Carol'

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Helix.

This panel will represent technologists and strategists in the broadcast and Streaming Media sector. The focus will be a seasonally themed look at Content Past, Content Present and Content Future. This session will be thought provoking with short introductions from each panelist outlining what their take on the emerging Internet based content markets are; then a guided discussion looking at ensuing technical game changers, the effects of policy and changing attitudes to rights, and how the Internet is effecting video production and encouraging not just new audiences but also new creatives. In this context the panel will explore:

- What are upcoming challenges for the sector?
- What are the biggest game changers?
- What about policy?
- What about production?

Speakers:

- David J Smith, Global Partner Director, Helix Streaming & IP Technologies – Real Networks
- Dom Robinson, id3as (Chair)
- Richard Cooper, Controller, Online Technology Group, BBC Future Media
- Stephen Flood, Auriga Networks

11:15-11:30 Coffee

11:30-12:30 Panel 2: Broadband Post 2015 and beyond – the role of Government and industry in developing a modern communications industry

Superfast connectivity is now recognised as a key priority and industry has made great strides by investing and innovating to improve the state of the communications infrastructure in the UK. The Government plays an important supporting role in this, although some BDUK programmes have come under criticism for undermining competition and lacking ambition. Sights are now being set on what happens after 2015. In this context the panel will explore:

- What effects Government interventions have had so far and how will this develop in the future?
- Should we be more ambitious in setting targets and what should these targets look like?
- Which technologies can play a role and should we be picking winners?
- What should be the priority: bridging the rural divide? Encouraging greater take up of superfast services? Or ensuring greater competition

Speakers:

- Andrew Ferguson, Editor, ThinkBroadband (Chair)
- Paul Heritage-Redpath, Product Manager, Entanet
- Mike Locke, Managing Director, Satellite Internet
- Pamela Learmonth, CEO Broadband Stakeholders Group
- Malcolm Corbett, CEO Independent Networks Co-operative Association

12:30-13:30

Lunch

13:45-14:00

Keynote 2: Etienne Drouard, Partner K&L Gates

14:00-15:00

Panel 3: The Future ISP

The term ISP can mean many things to many people and ISPA's membership demonstrates how diverse the Internet industry is. Whether it is small business, corporate or consumer connectivity, hosting, or the delivery of services over the top, there is a wide range of internet services being delivered by ISPA members. The rise of mobile, cloud, on-demand video and music and the convergence of various content platforms are changing what consumers expect from their ISPs and the services offered by businesses to consumers. In this context the panel will hear from a selected range of providers/business leaders who will give an outlook into how they believe their business will develop and what challenges they will be facing in the future.

- What are the key challenges that ISPs will have to face?
- What the key opportunities that ISPs will be able to exploit?
- What are the key trends that shape the business environment for ISPs?
- Is there a future in offering connectivity alone?

Speakers:

- Trefor Davies, Founder and CTO, Timico (Chair)
- Dana Pressman Tobak, Managing Director, Hyperoptic
- David Barker, Founder & Technical Director, 4D Data Centres
- Matthew Hare, Chief Executive, Gigaclear
- Oliver Johnson, Managing Director, Point Topic

15:00-16:00

Panel 4: Dumb pipes or moral entities – the role of ISPs in ‘moderating’ the Internet

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The mere conduit principle has long been the cornerstone of the regulatory framework for the Internet, allowing the innovation and growth we have witnessed, yet its underlying principles have increasingly come under attack. Whether it is court orders for the blocking of copyright infringing websites, new rules on defamation or, most recently, the call on social networks to take more responsibility for what their users can do and see on their services, intermediaries are increasingly expected to play an active role in moderating what happens online. In this context the panel will explore:

- Are we outsourcing morality to private (and often non-UK) companies?
- Where does responsibility end for ISPs and begin for law enforcement?
- Is the mere conduit principle sustainable?
- Should Government be setting our parameters for what is acceptable online?

Speakers:

- Andrew Graydon, Chief Operating Officer, Netsweeper (Chair)
- Stella Creasy MP
- Susie Hargreaves, Chief Executive, Internet Watch Foundation
- Allen Scott, UK & Ireland Managing Director, F-Secure
- Claude Etienne Armingaud, Avocat à la Cour, K&L Gates LLP

16:00 -

Drink reception

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Please join us for some drinks and networking.

Speakers

Allen Scott, UK & Ireland Managing Director at F-Secure

Allen has over twenty years' experience at the cutting edge of IT, in sectors including software, media, the Internet and telecommunications. At F-Secure, Allen is the managing director for the UK and Ireland, where he is responsible for driving the growth of the company in the region. The combination of his bold style and industry expertise has helped position F-Secure a global leader in security and cloud services. Allen is also a guest speaker on the Digital Business course at Imperial College Business School.

Andrew Ferguson, Editor at ThinkBroadband

Andrew Ferguson joined the thinkbroadband team very early on and made his mark as "Doctor Broadband" helping many users solve broadband problems. He is a widely acknowledged expert on broadband and chairs the ISPA Awards judging panel. As regular guest on television and radio programmes when broadband news is breaking and author of many of our news articles, Andrew is often seen as the public face of thinkbroadband. Andrew is also the person responsible for our successful bandwidth meter application.

Andrew Graydon, Chief Operating Officer at Netsweeper

Andrew Graydon is the Chief Operating Officer of Netsweeper Inc. Bringing his technical expertise and more than 15 years of working globally with customers and technical communities, his vision, energy and enthusiasm help drive Netsweeper's day-to-day operations. Most recently, Andrew was Chief Technology Officer for BorderWare where he led the company's technology innovations to address market concerns and challenges in messaging security, including strategies for information security, data loss prevention, regulatory compliance and the convergence of IP-based applications including Email, IM, Web and VoIP. Andrew is also a widely published expert in the security industry as his articles have appeared in numerous leading publications such as CIO Magazine, InfoWorld, Network World, Red Herring, SC Magazine, The Globe and Mail, IETF and IEEE.

Claude Etienne Armingaud, Avocat à la Cour at K&L Gates LLP

Claude-Étienne Armingaud, an K&L Gates LLP associate in the Paris office, focuses his practice on intellectual property, information technology, online services, and data protection. He has extensive experience in mergers and acquisitions; commercial transactions and regulatory proceedings involving IP/IT issues; online services, advertising and marketing; consumer protection; gambling regulation; technology and outsourcing agreements; whistleblowing, cyber-surveillance, IP/IT-related labor relations and cybercrime. He assists service and content providers on both their front and back offices matters.

Dana Pressman Tobak, Managing Director at Hyperoptic

As joint founder and Managing Director of Be Un limited, the record-breaking 24 Meg broadband provider of 2005, Dana took the business from start to launch in just six months. By placing the consumer at the heart of success (Be customer support continues to win awards to this day) and generally refusing to take no for an answer, Dana has been building successful global businesses for over 20 years. Co-founder and director of Hyperoptic, Dana brings expertise in commercial agreements, financial business practice and purchasing, and an unshakeable vision for Hyperoptic's success.

David Barker, Technical Director at 4D Data Centres

David founded the 4D Data Centres in 1999. Since then he's masterminded 4D's development into the fully fledged colocation and connectivity provider they are today. As Technical Director, David is responsible for the on-going

strategic overview of 4D Data Centres' IT and physical infrastructure. Working closely with the Head of IT Server Administration and Head of Network Infrastructure, David also leads on any major technical change-management projects for 4D Data Centres.

David J Smith. Global Partner Director Helix Streaming and IP Technologies at RealNetworks Ltd

David focuses on business development within EMEA, working with vertical markets like Carriers, Education, Government, Broadcast, OEM and System Integrations. He is a seasoned IT professional, with over 25 years of experience working with small start-ups, software houses, and very large IT manufacturers including IBM, Bay and Nortel Networks. David has been with RealNetworks Helix group for over 10 years.

Dom Robinson, Co-Founder, Director and 'Creative Firestarter' at id3as-company Ltd

Dom co-founded id3as-company Ltd - an innovations company with a strong focus on video and audio content delivery over IP. Dom is also Contributing Editor for StreamingMedia.com, a (soon to be) published author with Wiley Academic Press and Chair of several CDN conferences and the CloudTV summit. id3as media software powers Nasdaq OMX's 35,000 annual live webcasts, bringing much of the financial markets news to the world, and more recently their technology has been deployed as Arqiva's Hybrid TV services platform, delivering OTT services to Freeview Plus HD.

Malcolm Corbett, CEO at Independent Networks Co-operative Association

Malcolm Corbett is the Chief Executive of the Independent Networks Co-operative Association, set up in 2010, to bring together organisations in the public, private and community sectors working to develop next generation superfast broadband services. In 2011 INCA launched the Big Society Broadband Project in partnership with ACRE and the Plunkett Foundation. Prior to setting up INCA, Malcolm founded and ran the Community Broadband Network from 2003 to 2010. Before that he was a director of Poptel, the co-operative Internet Service Provider. Whilst at Poptel Malcolm was instrumental in founding the .coop global top level Internet domain. Malcolm has been active in supporting the development of co-operative and social enterprises. He was the founding chair of Social Enterprise London and helped set up the national Social Enterprise Coalition. Malcolm has a degree in Biochemistry from the University of Surrey.

Matthew Hare, Chief Executive at Gigaclear

Matthew has a wide experience of communications networks and services including fibre, mobile, fixed wireless and the Internet. Matthew is a Council Member of ISPA and the founder and chief executive of Gigaclear. Gigaclear has built six FTTP networks in rural communities in Rutland and Oxfordshire and has two more under construction: these networks are all capable of offering symmetric Gigabit services to homes and businesses. Previously, Matthew ran the business ISP CI-Net and the software business ts.com and has worked in fixed and mobile communications businesses.

Mike Locke, Managing Director at Satellite Internet

Mike Locke is the Managing Director of BeyonDSL.net, the specialist satellite ISP serving people beyond ADSL's reach all over the UK and Eire. Mike first started in the satellite industry with Amstrad in 1992 before moving to ASTRA to help launch digital satellite TV in the UK. Eutelsat found his computer background useful in developing and promoting IP and broadband over satellite which led to the establishment of one of the first UK satellite ISPs. BeyonDSL has extensive experience in low-cost satellite broadband for consumers and SMEs and is proud to be ASTRA's partner in the UK for ASTRA2Connect. BeyonDSL is a subsidiary of Eurosat Distribution Ltd.

Oliver Johnson, Managing Director at Point Topic

Oliver leads the company and is responsible for the quality and content of the Point Topic web services. He has been involved in online environments and development since the late 1980's and has planned and implemented a wide range of multimedia-related projects including TV and video production with credits for broadcast and early groundbreaking internet implementations. He has worked as a marketing and website manager for small-to-medium online retail organisations, as a website producer for leading agencies and was a senior producer for several projects for blue chip multinationals including internet, intranet, B2C and B2B winning a number of industry awards.

Pamela Learmonth, CEO at Broadband Stakeholders Group

Pamela Learmonth is CEO of the Broadband Stakeholder Group, responsible for providing executive support to the Chairman, coordinating the activities of the BSG Executive, and drafting BSG policy documents. Pamela joined in 2007 and led several of its notable outputs over the last few years including reports on the costs of fibre deployment, costs and capabilities of wireless and satellite technologies and most recently research on demand for superfast broadband and a world-leading industry agreement on net neutrality. Previously, Pamela was at public affairs consultancy AS Biss (now MHP Communications). She spent over four years there, advising companies and organisations from a range of sectors. Pamela has a First Class degree in Social and Political Sciences from the University of Cambridge.

Paul Heritage-Redpath, Product Manager, Entanet

Joining the Entanet team in March 2012, Paul owns the product lifecycle, anticipating market trends, discovering new business opportunities and delivering innovation to delight partners. Paul joined Entanet from IRIS, the UK's largest privately-owned software company, where as Senior Product Manager, he clarified their product strategy after multiple acquisitions. He led continuous revenue growth for their flagship SQL/.NET accounting and CRM product for the legal market. Paul's background is steeped in data networking: in 1994 he began his career working in General Datacomm's NOC by night and OSI consultancy Level-7 in Bracknell by day, developing X.400 email for the NHS. Paul is a non-practising solicitor and has an unusual and invaluable combination of legal and up to the minute technical skills which make him a perfect fit for our highly regulated yet dynamically progressive sector.

Richard Cooper, Controller Online Technology Group, Future Media at the BBC

Richard Cooper has been a technology leader for the BBC's new media services since 1998. He was responsible for delivering the interactive television technology that underpins its successful interactive television services. Prior to that, Richard was with BBC Research & Development, developing the standards and design work for the introduction of digital television services into the BBC. He is now Controller Online Technology Group for Future Media responsible for the technology strategy, delivery and operation of the platform and distribution infrastructure for the BBC's new media services.

Stella Creasy MP, Labour and Co-operative MP for Walthamstow

Stella Creasy was elected as the Labour and Co-operative MP for Walthamstow in May 2010. Prior to that she was the Head of Campaigns at the Scout Association, working to support young people across the country in developing their own advocacy skills. As an MP, she had made a name for herself by campaigning against payday lenders by speaking out against threatening online comments.

Stephen Flood, Founder and Managing Director of The Auriga Network

Founder and Managing Director of The Auriga Network, Stephen Flood is a technology solutions visionary specialising in satellite networking, terrestrial networking, broadcast solutions and IP-based communication. Stephen integrated MPEG-4 broadcast using VSAT technology originally for BBC News 24 in 2006, and has since integrated IP video transport facilities for a number of the world's leading News Broadcasters and Teleport Satellite Operators (including The BBC, Sky News, Fox, The Press Association, Intelsat and Telenor). Stephen has also designed and deployed multiple, global, satellite and terrestrial networking solutions for Military, Blue Light and Corporate entities across five continents for live video contribution and data communications. Stephen's broad engineering principles are key in his Company's design portfolio, where bespoke transportable satellite solutions, Pro-Audio installations, and full AV studios are designed, deployed and integrated.

Susie Hargreaves, Chief Executive at the Internet Watch Foundation

Susie Hargreaves joined the IWF in September 2011 as Chief Executive. She has worked in the charity sector for more than 25 years in a range of senior positions. Susie is a Board member of the UK Council for Child Internet Safety (UKCCIS), a member of the ITU Child Online Protection Working Group and an Advisory Group member of Stop it Now! Susie has recently joined the BBFC's Consultative Council. She is a Clore Fellow and was shortlisted for a European Woman of Achievement Award. Susie is married to Theatre Director Marcus Romer and they have two children.

Trefor Davies, Chief Technology Officer at Timico

Tref co-founded and became CTO of Timico, a UK based Communications Provider. Since that time the company has grown rapidly including 4 consecutive years in the Sunday Times/Microsoft Techtrack 100. Tref is also co-founder and council member of the UK Internet Telephony Service Providers' Association, was for four years a board member of the SIP Forum and am on the Industrial Panel of Bangor University School of Engineering. He has been a Council Member of ISPA since 2008.

Attendees

Name	Surname	Company
Claude	Armingaud	K&L Gates LLP
David	Barker	4D Data Centres
Natasha	Barr	Nelson Bostock
Martin	Beauchamp	BT
Timothy	Belfall	ARL Mobile
John	Benson	Solutios
Paul	Bernal	University of East Anglia
Steve	Bluff	Briskona
Justin	Boreland	Geo UK
James	Brokenshire MP	
Dan	Butler	Virgin Media
Duncan	Calow	DLAPiper
Emily	Church	Broadband Choices
Peter	Cladingbowl	Skonzo
Marlon	Cohen	Addleshaw Goddard
Richard	Cooper	BBC
Malcolm	Corbett	INCA
Mike	Corkerry	AT&T
Campbell	Cowie	Ofcom
Alison	Cox	Superfast Business
Stella	Creasy MP	
Michelle	Cross	UKBroadband
Trefor	Davies	Timico
Caroline	Donnelly	IT Pro/Cloud Pro
Etienne	Drouard	K&L Gates LLP
Rez	Duncan	Geo UK
Nicola	Dykes	Samsung
Jane	Fae	
Andrew	Ferguson	Think Broadband
Kelly	Fiveash	The Register
Steve	Flood	Auriga Networks
Tom	Gaffney	F-Secure
Juliette	Garside	The Guardian
Cathy	Gerosa	FCS
Alex	Gibson	K&L Gates LLP
Andrew	Gilchrist	K&L Gates LLP
Stephanie	Gledhill	Home Office
Andrew	Glover	Bridge Partners
Mark	Gracey	Vodafone
Andrew	Graydon	Netsweeper
Matthew	Hare	Gigaclear
Susie	Hargreaves	IWF

Paul	Heritage-Redpath	Entanet
Graham	Hill	BBFC
Matthew	Holt	Netsweeper
Rachel	Hopper	IWF
Gary	Hough	Zen Internet
Dennis	Jewth	Leaseweb
Oliver	Johnson	Point Topic
Simon	Jones	Talk Internet
Andrew	Judge	BT
Andrew	Kernahan	ISPA
Adam	Kinsley	BSkyB
Daniel	Kroop	PICTFOR
Nicholas	Lansman	ISPA
Pamela	Learmonth	BSG
Mike	Locke	Satellite Internet
Daniel	Lyons	Home Office
Simon	Mackenzie Crooks	BSkyB
Hamish	MacLeod	Mobile Broadband Group
Clare	MacNamara	BT
Pete	McDougall	DCMS
Noirin	McFadden	K&L Gates LLP
Alasdair	McGowan	eBay
Neil	McRae	BT
Dave	Melling	City of Bradford Metropolitan District Council
Jacquie	Mellor	Virgin Media
Craig	Melson	ISPA
Mita	Mitra	BT
Michael	O'Rourke	id3as
Mike	Odysseas	Odyssey Systems
Sally	Parkinson	Home Office
Ian	Parrett	Smoothwall
Matthew	Powell	K&L Gates LLP
Daniel	Preiskel	Preiskel & Co LLP
Dana	Pressman Tobak	Hyperoptic
Chris	Puttick	Two Ten
Sridhar	Rao	Netsweeper
Phil	Reid	Political Intelligence
David	Richards	ARL Mobile
Dom	Robinson	id3as
Patrick	Robinson	Yahoo!
Dr Adrian	Roe	id3as
Allen	Scott	F-Secure
Gopal	Singh	Sparta Telecom
Mike Deri	Smith	BBC
Lucie	Smith	Nelson Bostock
David J.	Smith	RealNetworks

Till	Sommer	ISPA
Gautam	Srivastava	Broadband Choices
Dane	Streeter	Sharp-Stream
Alex	Strugnell	Home Office
Aubone	Tennant	Wifinity
Jane	Wakefield	BBC
Dale	Weedman	Leaseweb
Brett	Wilde	NetAdmin Systems
Gill	Williams	INCA
Kevin	Williams	National Crime Agency
Jon	Williams	Home Office
Michaela	Zemanova	ISPA