



ISP Business Model Summit 2022

The impact of the changing UK
broadband market - Rollout,
Consolidation & Growth



After two years holding webinars, we are very pleased to welcome you to our in-person ISP Business Model Summit.

Expanding on our core policy focus, we have also been developing a more business focused approach through our events to encourage members to share best practice on business challenges and allows partners to demonstrate where they can bring valuable support.

With hundreds of different altnets attracting massive investment and racing to roll-out their own FTTP services in the UK, the broadband market is more vibrant than ever and hopefully on track to reach nationwide gigabit-capable coverage by 2030. ISPA will explore the impact of this maturing market through the following key four themes:

- Consolidation: What does it mean for the different players and how can you better prepare for it?**
- Innovation: How can network innovation make you stand out and ensure you meet your customers' expectations?**
- Deployment: How to develop a joined-up approach, avoid overbuild and provide reliable connectivity access to both urban and rural areas?**
- Protection: How to mitigate the cyber, quality and damage risks associated to your bigger networks?**

We are pleased that you have chosen to attend the event, and would like to extend thanks to all those sponsors who have supported the summit, bring minds from across the ISP sector to come together.

We ask you to please use the #ISPBusinessSummit2022 and tag @ISPA Team or @ISPAUK in any social media posts about the summit.

ISP Business Model Summit 2022 - Agenda

PANEL – What impact will consolidation have on the market?

10.35am - 11.25am

Panellists:

Matthew Hare, Founder and Chief Executive, Zzoomm

Shan Eisenberg, CCO, Netgem TV & WiFi

Steve Leighton, CEO, Voneus

Charles Cameron, Partner, Cameron Barney

Chair: Oliver Johnson, CEO, Point Topic

PARTNER INSIGHTS - New WiFi for the new normal

11.25am - 11.45am

Rob Atherton, Chief Business officer, Linksys Europe

**Networking Break
11.45am - 12.15pm**

FIRESIDE CHAT - Unlocking the value of connected homes with seamless WiFi services in a rapidly evolving market

12.15pm - 12.35pm

Ian Sampson, Senior Customer Solutions Engineer, Plume

Eric Joyce, Business Development Manager, Adtran

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FIRESIDE CHAT – Driving Sustainable Network Innovation with Open Telecom Technology

12.35pm - 12.55pm

Bhartendu Chaurasia, Head of Telecom Infra Project Technology EMEA, Meta/Facebook
Mark Downey, Head of Sales EMEA, EPS Global

Lunch
1pm - 2pm

PANEL – Fibre rollout: Do ISPs have the necessary asset protections in place during the era of great gigabit expansion?

2pm - 2.40pm

Panellists:

Fionn Wardrop, Business Development Manager, LSBUD

Tom Ronan, Director of Regional Product Management, Viavi Solutions

Ashley Stephenson, Chief Technology Officer, Corero

Chair: Andrew Glover, CEO, Air Broadband & ISPA Chair

PANEL – Deploying gigabit-capable broadband at a higher speed to meet full coverage and a connected UK by 2030

2.40pm - 3.40pm

Panellists:

Dana Tobak, Founder and MD, Hyperoptic

Gareth Williams, CEO, Gigaclear

Matt Agar, Director for Analysis, Evaluation & Strategy, BDUK, DCMS

Rob Hamlin, Chief Strategy Officer, CityFibre

Mark Shurmer, MD of Regulatory Affairs, Openreach

Chair: Andrew Glover, CEO, Air Broadband & ISPA Chair

Post Summit Drinks
3.45pm - 5pm