



## The Wireless Summit Europe 2006

March 22 – 24, 2006

Salzburg, Austria

Are large conferences also disappointing to you?

- The speakers are boring
- The real action is during the coffee breaks but those are too short
- The event is crowded with consultants and other folks who add no value
- The overall chaos makes it impossible to meet people

The Wireless Summit Europe follows a very different format:

- Rather than allowing some time during the conference for meetings we do just that: meetings! It's all meetings and no time wasted with boring speeches.
- We invite just enough people so that at day 2 you will not need your name tags to remember names (we never had more than 80 participants at our past events)
- 80% of the time will be spend in one on one sessions rather than listening to talks
- US and Israeli companies meet with European carrier executives and OEMs mixed with some VCs
- We combine business with fun activities to ensure you make new friends and extend your network with long lasting contacts
- We have the whole hotel to ourselves, not one of those large conference bunkers where you need to find your meeting rooms first
- We get you the list of participants and we schedule the meetings for you that you want



Some quotes from past events shall give you an idea:

**Moses Ma**, Founder NextGen Ventures: "This event was the one with the highest DPM (deals per minute) I have ever been to. The sponsoring for us has paid off"

**Sebastian Blum**, Deutsche Telekom: "The event was very professionally organized and I felt the 20 minute meetings were extremely effective. It was good that I could represent Deutsche Telekom here and I will follow up on several projects with participants"

**Kubilay Yurtsever**, Hutchison3G: The event was both fun and very informative. I got the opportunity to meet with 15 very interesting companies in an effective manner. I will recommend to my company to participate again next year.

**Henning Kosmack**, Siemens Mobile: "Altos Advisors over-delivered on their promise. This was a true networking event, without the usual marketing blurb. Finally, all the four corners of future telecommunication came together (start-ups, investors, carriers and incumbent vendors) in a high-caliber crowd. Siemens Communications is looking forward to coming back next year."

**The one on one meetings:** You will receive a list of participating carrier executives, SIs and system OEMs and can indicate your meeting preferences. We will schedule your meetings accordingly.

## The Participants:

From the presenting US and Israeli companies typically the CEOs or their GM/VP Sales EMEA will attend and you actually may find it interesting to meet them also.

**From the Venture Industry** you will get an opportunity to meet with 3-4 partner level executives. Past participants came from leading firms such as ComVentures, Doll Capital.

### Europe's leading carriers

There will be plenty of opportunity to bond and talk with executives from wireless carriers in Europe. Typically we have CTOs, VP Business Development or the like participating.

At past events we had around 20 of Europe's leading carriers represented. As of October 16 we have the following signed up and confirmed (contact us for the latest):

Telefonica Moviles	Jose Mateos	Partner Manager
BT Global Services	Gerhard Kruse	Head of Voice & Multimedia Architecture
Swisscom Mobile	Dr. Lars Finger	Strategy & Business Development
France Telecom	Stephanie Hospital	Director - Convergence and Multiplatform services
Telefonica Moviles	Ignacio Tome	Entertainment team manager
Tchibo Mobilfunk, Germany's fastest growing MVNO	Eckart Kurze	CEO
VIPnet d.o.o. , first GSM carrier in Croatia	Denis Glibić	Business Marketing
WIND, 3rd largest Italian carrier	Nevio Boscarol	Business Development
Telering, 2nd largest carrier in Austria	Christian Laque	Head of Networks
Tesco Mobile, fastest growing MVNO in the UK	Noel Burrows	Head of Customer Acquisition
Vodafone	Peter Barry	Head of Venture Capital and Emerging Technology Initiative
Orange Communications SA	Joerg Behrend	Vice President Technical
T-Mobile	Sebastian Blum	Partner T-Mobile Venture Fund
Telekom Austria	Armin Sumesgutner und Kollege	Strategic Portfolio- and Innovation Management
Vodafone	Jochen Hertle	Director New Business Development
Connex, largest carrier in romania	Amedeo Sava	Head of Site Acquisition and Networks
O2	Manjit Waters	Head Technical Revolution
Eircom	David Martin	Head of Strategic Planning

### European System Integrators and OEMs

There will be also opportunities to meet with leading OEMS such as Alcatel and Siemens as well as with European System Integrators such as T-Systems. As of October 16 we have the following signed up (contact us for the latest):

T-Systems, Europe's 3rd largest System Integrator	Jan Budden	Executive VP
Siemens Mobile	Henning Kosmack	Director M&A, Venturing and Partnering

Nokia	Ralp Kunz	VP
Alcatel	Firas Saedaddin	Business Development
Nokia	Mark Selby	Vice President Multimedia Business Programs
Cisco Systems Mobile	Mahmoud Dasser	Director, Mobility Partnership Group
CapGemini, 2nd largest System Integrator in Europe	Alain Gerset	V.P. Technology Services

#### The Fee schedule:

no charge for executives from European carriers and invited VIPs (Altos pays your hotel, all food and drinks plus activities as well as the hotel room for an optional weekend extension – you can also bring your spouses)

€ 5400 Euro p.p. for executives from presenting companies and for non sponsoring Venture Capitalists

€ 500 Euro extra p.p. for each additional conference participant (not counting VIP spouses who can come for free)

All fees cover: Hotel (2 nights paid by Altos), all food, drinks and activities (it does not cover hotel weekend extension, weekend activities, and phone)

Discounts: Early bird discount (not available in combination with other discounts): take €1000 Euro off if you subscribe by December 1st 2005  
Portfolio companies of sponsoring Venture Capitalists pay 50%  
Current clients of Altos Advisors GmbH pay 50%  
Companies having received only A round funding so far or less than \$3M US also get 50% off

The Hotel: The Gersberg Alm was already mentioned in the 16<sup>th</sup> century and it was Mozart's favourite hide away. See [www.gersbergalm.at](http://www.gersbergalm.at)

Questions: Detailed logistical info will be provided within due time. Further Info can also be found on the Altos web page: [www.altosadvisors.com](http://www.altosadvisors.com)



Sponsoring:

Please contact Altos Advisors for a list of sponsoring options via [jis@altosadvisors.com](mailto:jis@altosadvisors.com). The most popular sponsoring opportunity is for VC's, which gets their portfolio companies a 50% discount.

Sign-up: Request a Sign-Up fax by e-mail: [jis@altosadvisors.com](mailto:jis@altosadvisors.com) or via our Web Site: [www.altosadvisors.com](http://www.altosadvisors.com) (go events/upcoming)

Some pictures:



Fun on an Austrian Cabin



Group shot with sledges



Susan from Traverse meeting with TeliaSonera CTO Veikko Hara

## Agenda Wireless Summit 2006

March 22<sup>nd</sup> – March 24<sup>th</sup> 2005

### Wednesday March 22nd

16.00 to 18.00	Hotel Check in
18.00	Welcome Reception
19.00	Dinner
20.00	Introductions, logistics by CEO of Altos Advisors
Open ended	Networking at the bar

### Thursday March 23<sup>rd</sup>

08.00	Breakfast
09.00	3 one on one meeting sessions a 20 minutes
10.00	networking break with coffee and tea
10.30	3 one on one meeting sessions a 20 minutes
11.30	networking break with coffee and



	tea
12.00	Lunch
13.45	3 one on one meeting sessions a 20 minutes
14.45	networking break with coffee and tea
15.15	Panel discussion on wireless trends 2007
15.45	Q&A with the panellists and discussion with VCs
16.30	Bus departure to a snow surprise
18.30	traditional Austrian dinner up on an Alm with local music
21.00	Enjoy fun in the snow
Open ended	Networking at the bar

### **Friday March 24th**

09.00	Breakfast
10.00	3 one on one meeting sessions a 20 minutes
11.00	networking break with coffee and tea
11.30	3 one on one meeting sessions a 20 minutes
12.30	Lunch
13.30	Two 30 minute slots at your disposal to schedule follow up meetings
14.30	networking break with coffee and tea
15.00	final words of the organizers
15.30	Official end of the Summit

### **Optional Saturday and Sunday Extension**

Ski or sightseeing extension, Altos will assist with your arrangements  
 For carrier VIPs Altos will cover the hotel cost over the weekend