

Latin America

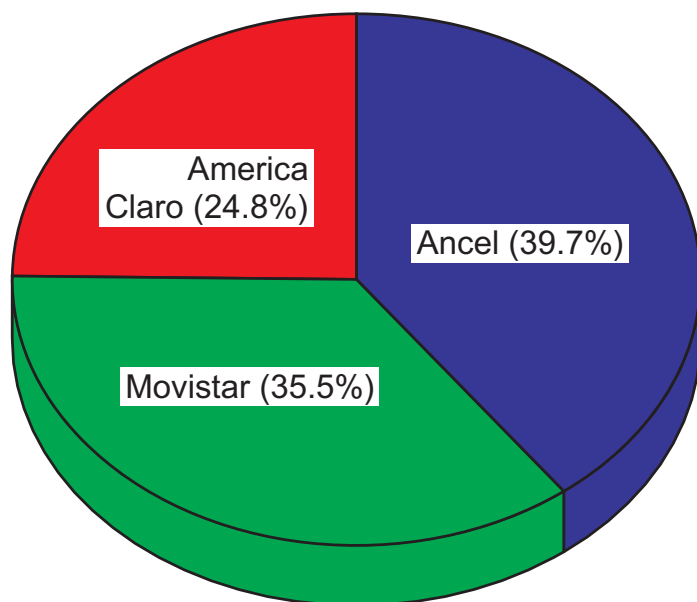
TELECOM

Monthly Newsletter Covering Telecommunications Developments in Latin America

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Uruguay mobile-phone market share



Source: TeleGeography

ACROSS THE REGION

America Movil to bring iPhone 3G to 10 countries in Latin America on August 22

America Movil, the leading wireless service provider in Latin America, announced that it will bring iPhone 3G to 10 more countries in the region on August 22.

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iPhone 3G will be available through America Movil's Latin American operations in Argentina, Chile, Colombia, Ecuador, El Salvador, Guatemala, Honduras, Paraguay, Peru, and Uruguay.

iPhone 3G combines all the revolutionary features of iPhone plus 3G networking that is twice as fast, built-in GPS for expanded location-based mobile services, and iPhone 2.0 software, which includes support for Microsoft Exchange ActiveSync and runs hundreds of third-party applications available through the new App Store.

America Movil is leading the adoption of 3G technologies in Latin America with the largest UMTS/HSDPA platform in the region. Today, America Movil's 3G networks are available in 15 countries in the Americas.

Details on pricing and availability will be announced soon.

Global Crossing expands Network Management Services in Latin America

Global Crossing, a global IP solutions provider, announced that it is expanding its offer of Network Management Services in Latin America. Currently, Global Crossing offers these services to several large enterprises in Colombia, supporting more than 2,500 monitored end-points in the country. Based on this success and more than two years of its own market research, Global Crossing recently expanded the services to Brazil and will offer them in Argentina soon.

Through its Network Management Services, Global Crossing can manage part or all of its customers' communications infrastructure, based on their preference.

Additionally, by using Network Management Services, enterprises can benefit from the best practices of the IT Infrastructure Library (ITIL) and Project Management Institute (PMI), adopted by Global Crossing for its customers in Latin America. ITIL is the world's most widely accepted approach to IT service

management, while PMI is the leading membership association for project management professionals.

"As outsourcing demands grow in the enterprises we serve, Global Crossing continues to focus on the critical needs of IT managers and CIOs to ensure high-quality, security and reliability," said Leonardo Barbero, senior vice president of data and Internet products for Global Crossing Latin America.

"The expansion of these services to other countries addresses market demand, while the adoption of best practices underscores our commitment to provide the corporate market with services supported by the highest standards in the industry.

"One of the advantages of adopting ITIL and PMI best practices in our Network Management Services is the ability to establish rigorous task divisions and documentation criteria focused on business goals in order to minimize potential failure and to ensure enough flexibility to the company's operations on a daily basis," added Barbero.

Network Management Services are part of Global Crossing's Professional Services portfolio and are supported by two operational centers in Brazil and in Colombia that are owned and staffed by Global Crossing.

In conjunction with other data transport, datacenter, Internet, and telephony services, these services can be configured as solutions for more critical business demands, such as accessibility, security, continuity, productivity, and collaboration, as part of the Dynamic Needs Architecture (DNA).

DNA is an intelligent interface that allows Global Crossing to define the solutions enterprises need with precision, based on these five key components of information and communications management. By functioning as a high-level conceptual framework, DNA allows enterprises, with the right consulting support, to align their business objectives with the appropriate technological resources.

Global Crossing Network Management Services are operated 24 hours a day, seven days a week by a dedicated team comprising monitoring technicians, who keep constant watch over customers' networks; operation engineers, who are responsible for network planning and configuration; managing engineers, who are in charge of processes and tools; and service managers, who interface with customers.

As mobile markets mature in Latin America, operators look to address rural areas cost-effectively

In recent years, mobile operators across Latin America have enjoyed addressing markets hungry for their services. Mobile penetration in the Americas (not including the USA and Canada) stood at 69.35 percent as of March 2008, according to World Cellular Information Service, a product of Informa Telecoms & Media. Growth has been strong. The penetration rate stood at 56.86 percent a year earlier, and at just 45.81 percent a year before that. However, for most operators, much of this growth will have come from addressing urban areas with the highest levels of solvent demand. There are now a number of reasons why the region's mobile carriers need to turn their attention to potential subscribers in the rural areas that have been harder to address up to now.

One such driver is the imposition of Mobile Number Portability across a number of the region's markets. Operators can expect to see high levels of churn resulting from this development, and, if the experience of service providers in other world regions is replicated here, an expensively waged battle to identify and keep the most profitable subscribers here may ensue. This battle could be at its fiercest in the most mature metropolitan markets, where savvy consumers could look for the best deal on offer.

However, working harder to offer services to underserved areas and population segments

may not be entirely a matter of choice for operators. In Brazil, Latin America's most competitive wireless market, regulators auctioned 3G spectrum in the 1900MHz band in December.

All of the country's existing operators, except iDEN company NII Holdings, won spectrum at what analysts considered fair prices, but they are required to roll out extensive networks to address the disparity in telecoms coverage between urban and rural areas.

While much of the value of the overall telecoms sector in this region has for some time been in mobile networks and services, mobile operators should perhaps also not take it for granted that they will come first in the race to offer connectivity to Latin America's rural areas.

In April 2008, Informa Telecoms & Media went on a mission to make contact with some of the fixed-line operators that have traditionally been less exposed to the analysis firm's telecoms industry conferences and exhibitions, especially those away from the Conosur countries that are usually well-represented at Informa's annual Americas Com event (formerly named GSM Americas). Joe Willcox, head of region, Middle East, Eurasia, and Americas for Informa TM's Com World Series team, met state and co-op-owned telcos in Paraguay, Bolivia, and Venezuela and was struck by how keen these companies are to address the needs of people beyond the major population centers.

Hugo Sosa Ortiz, commercial director of Paraguay's state-owned telco, COPACO, told Willcox about his company's relatively unusual approach to offering basic services in small communities. COPACO has acquired licenses that allow it to use GSM equipment to offer fixed-wireless telephony in less-densely populated regions of the country.

In Bolivia, Willcox visited telecoms co-ops in Santa Cruz and Cochabamba and learned about these organizations' services for subscribers away from those two cities. These visits were carried out with a view towards

widening the scope of the former GSM Americas event, now rebranded Americas Com and reaching out to every kind of fixed, mobile, and integrated carrier in Latin America. This year's event takes place once again in Rio de Janeiro, this time in September.

To register your interest in Americas Com, please visit, Americas.comworldseries.com.

Cobian named reseller and support partner for Cedar Point deployments in Caribbean

Cedar Point Communications, a provider of integrated voice-over-IP (VoIP) switching technologies for communications providers, announced that Cobian ETC, an engineering and technical consulting firm located in Orlando, Florida, has been selected to support deployments of Cedar Point's SAFARI C3 Media Switching System to Incumbent Local Exchange Carriers (ILEC) in the Caribbean. Under the agreement, Cobian will assist Cedar Point in the identification of prospective customers, sales, and other professional services, including installation and remote/on-site technical support capabilities for ILECs in the Caribbean.

"A critical part of accelerating deployments outside of our core customer base is creating the right network of sales and support partners," said Chris Zanyk, vice president of North American sales for Cedar Point Communications.

"We anticipate that we will be able to leverage Cobian's established relationships with incumbent telephone companies to help us broaden our footprint beyond cable customers in the Caribbean."

"In a competitive environment, time-to-market is crucial for incumbent telecommunications companies looking to deploy next-generation VoIP telephone services," said Joanne Negrón, chief executive officer of Cobian ETC. "We feel that the simplicity, cost-effectiveness and scalability of the SAFARI C3 Media Switching System make

it an ideal choice for our existing and prospective customers."

Cedar Point has shipped more than four million SAFARI C3 lines to customers in the Americas, Europe, and the Caribbean. SAFARI C3 supports up to 250,000 lines of capacity in less than a cubic yard of space and is being deployed for residential and business services by a diverse customer base that includes Cable System Operators, Competitive Local Exchange Carriers (CLECs), Wireless Operators and Universities. This industry-leading footprint has been proven to significantly reduce the communication provider's total cost of ownership over competitive solutions.

Ericsson wins prime integrator revenue assurance contract with Telefónica across Latin America

Ericsson will provide business consulting and systems integration services for Telefónica's fixed and mobile operations across Latin America, allowing Telefónica to improve control of its revenue streams.

Under the agreement, Ericsson will provide business-consulting services including financial-risk evaluation and revenue-assurance lifecycle management, supported by technical analysis.

Ericsson will also provide systems integration services such as design, adaptation and integration of customized revenue-assurance solutions for Telefónica's Latin American operations.

Ericsson's transformation project and solution will enable Telefónica to gain greater control of its operations and prevent the recurrence of inconsistencies that adversely affect revenue.

Luis Miguel Gilpérez, wireless executive director Telefónica Latin America Group, said, "As a long-term partner, Ericsson understands our specific needs and has detailed knowledge of our business processes, making it the perfect choice to take on the prime integrator role to

drive and manage this complex transformation project and deliver us a competitive edge.”

Ingemar Naeve, president of Ericsson Iberia, said, “We are proud to continue our long-running partnership with global customer Telefónica. Our expertise in business consulting and systems integration, together with our deep knowledge of Telefónica’s infrastructure and technology, will help Telefónica increase revenue control for both fixed and mobile sides across its Latin American operations.

“This milestone contract reaffirms Ericsson’s position as the leading provider of telecom services. The deal also underlines the importance of the prime integrator role to drive and manage these kinds of complex transformation projects,” Naeve added.

Based on its technology leadership, and expertise in business and technology consulting, network deployment, and systems integration, Ericsson is well-positioned to take on the role of prime integrator

Ericsson Business Consulting provides leading companies in the telecom, media, and Internet industries with advisory services for business strategy, service and application development, operational efficiency, and revenue management. Ericsson has carried out more than 700 business-consulting projects around the world and is a leading provider of business consultancy services.

Ericsson’s Systems Integration organization delivers more than 1,000 systems integration projects per year in multivendor and multiple-technology environments. Projects range from single-solution integration projects to end-to-end solution transformation projects.

ARGENTINA

Cabase plans to deploy an alternative fiber-optic network

According to BNamericas, ISP body Cabase is planning to roll out an alternative fiber-optic network in Argentina in order to pose a

challenge to rivals Telecom and Telefonica. Cabase, which represents Comsat, Iplan, Global Crossing, Telmex, and Fibertel, among others, believes that the deployment of this fiber-optic network will enable it to expand its broadband services outside of Buenos Aires.

Cabase president Hernan Seoane said that the development of a fiber-optic infrastructure is of paramount importance for fulfilling its objective of increasing its broadband presence. Cabase will soon meet telecom regulator Secom to present a plan on interconnecting the networks. ISPs in Argentina are currently being forced to pay exorbitant charges for interconnecting with the networks of Telefonica and Telecom.

Telecom Argentina reports strong growth

Telecom Argentina has reported net income of ARS613 million (US\$201 million) for the six months ending June 30, 2008, up 58 percent year-on-year. Revenues grew 20 percent to ARS5 billion, boosted by 26 percent and 36 percent increases at the company’s wireless and Internet divisions, respectively. EBITDA came in at ARS1.7 billion, up 19 percent. Despite a 3 percent rise in fixed lines in service to 4.3 million, wireline profitability continues to decline due to frozen tariffs and the inflation effect on the cost structure.

BOLIVIA

Foley Hoag wins key victory for government of Bolivia in investor dispute over nationalization of telephone company Entel

Foley Hoag LLP secured a critical victory for the government of Bolivia when a federal judge held that foreign investors in a recently nationalized company had improperly attached the company’s US assets, and issued an order dissolving the attachment. The decision could have major implications in other state-investor disputes in Latin America and elsewhere tied to nationalization of corporate assets.

Judge Laura Swain of the Southern District of New York ruled that European investors in Bolivia's national telephone company Entel, whose shares were nationalized by Bolivia on May 1, had no right to seize any of Bolivia's or the company's assets in US banks. As a result of her decision, full access to the funds will be restored to Bolivia and Entel.

The European concern, ETI, a Dutch subsidiary of an Italian firm itself owned by Telecom Italia, had filed for arbitration against Bolivia with the International Centre for the Settlement of Investment Disputes (ICSID), the arbitration arm of the World Bank, protesting the nationalization of its shares in Entel and demanding compensation of more than \$500 million.

On May 5, four days after the nationalization decree was issued by Bolivian President Evo Morales, the investor group appeared *ex parte* in courts in New York and London and convinced judges in both jurisdictions to attach bank accounts of Entel totaling more than \$90 million, as security to guarantee payment of the arbitral award they are seeking.

Judge Swain ruled that ETI had no right to attach Bolivia's or Entel's assets prior to the final outcome of what is expected to be a lengthy arbitration process. Accordingly, she dissolved an *ex parte* order of attachment issued by a different judge on May 5. On July 11, a similar order was issued by the High Court in London, ending the attachment of Bolivia's and Entel's funds in British banks. With Judge Swain's ruling, all of the formerly attached funds are now available to the Bolivians.

Paul S. Reichler, a partner in Foley Hoag's Washington, DC, office, was lead counsel in the case on behalf of Bolivia. "Judge Swain's ruling establishes a very clear precedent for sovereign nations pursuing a policy of nationalization, as well as for investors who may seek to challenge the execution of that policy," said Mr. Reichler, who specializes in

representing nations before judicial and arbitral bodies around the world.

"Her decision prevents foreign investors from going outside the arbitral process to obtain an unfair advantage by freezing bank accounts, as well as from putting undue pressure on sovereign states to compel settlements on terms dictated by the investors," he added.

Mr. Reichler argued for dissolution of the attachments on grounds that the attachment of sovereign funds prior to issuance of a final judgment or arbitral award is prohibited by the US Foreign Sovereign Immunities Act. Bolivia's lawyers also argued that since Entel is not a party to the arbitration between Bolivia and ETI, its funds could not be attached to secure a possible future award against Bolivia. In addition, Mr. Reichler's group submitted that ICSID arbitration rules prohibit the parties from seeking relief in national courts prior to the conclusion of the arbitration proceedings.

In her decision in favor of Bolivia and Entel, Judge Swain wrote, "ETI has brought an arbitration action against Bolivia, not Entel, and the attached bank accounts in New York undisputedly belong to Entel, not Bolivia. Plaintiff has made no proffer... as to how the monies in Entel's New York bank accounts constitute an attachable debt obligation of Entel to Bolivia. The order of attachment will therefore be vacated."

Working alongside Mr. Reichler on behalf of the Bolivian government were Foley Hoag partners Janis Brennan and Lawrence Martin, both of the Washington, D.C., office.

Entel was represented by Michael Krinsky, a partner with Rabinowitz, Boudin, Standard, Krinsky & Lieberman, PC, of New York. ETI was represented by Robert Sills, a partner with Orrick Herrington & Sutcliffe LLP's New York office.

The case is *E.T.I. Euro Telecom International N.V. v. Republic of Bolivia, and Empresa Nacional de Telecomunicaciones Entel S.A., No. 08 Civ. 4247 (LTS) (FM)*.

Complete text of Judge Swain's ruling issued July 30 is available on request.

Entel Movil to further extend rural coverage

BNamericas is reporting that Bolivian cellco Entel Movil is planning to expand its rural coverage to 23 municipalities in the Chuquisaca region. Costs for the expansion are estimated at BOB24 million (USD3.4 million), with the operator expecting to reach approximately 43,000 new potential customers. Further rural rollouts are expected as part of the operator's involvement in the Telefonía Movil Rural programme, a project assisted by the Ministry of Public Works intended to bring mobile and Internet services to rural regions.

BRAZIL

BrT launches converged fixed-mobile solution

Brasil Telecom (BrT) said that it has unveiled a converged fixed-mobile solution named Telefone Unico, which enables subscribers to make calls routed via a Wi-Fi hotspot at landline rates. Brasil Telecom's director of marketing, Dalton Hayakawa, stated that the company is the first service provider to launch this converged device, which is equipped with Bluetooth technology. Users would be able to include three cellular devices under their Telefone Unico account and would not need to pay any additional rates on national/international roaming when their handsets get hooked into a Wi-Fi network.

Telefonica's Brazilian division to invest \$384 million to expand broadband services

Spain-based Telefonica has said that its Brazil-based telecom division will spend \$384 million in 2008 for expanding its broadband networks and services. The telecom giant plans to set aside about \$306.84 million of this amount to enhance the division's ADSL network, while the remaining \$75.48 million will be invested to

boost its optical fiber infrastructure. According to BNamericas, this capital expenditure is a tenfold hike from the \$312.98 million set aside for Telefonica Brazil's broadband pilot projects last year. The unit is planning to expand broadband coverage to an additional 400,000 homes this year. Currently, around 2.2 million subscribers use its services in 407 Brazilian municipalities.

Brasil Telecom selects Gemalto for supplying USIM cards

Gemalto announced that it has been chosen by Brasil Telecom SA for providing USIM cards for the launching its third-generation (3G) mobile network in June. It refused to disclose the value of the deal. Gemalto claims that it is the first one to provide Brasil Telecom with USIM cards for its third-generation network. USIM cards enable authentication between the end user and the mobile network. This security feature enables cellular Internet to complete their transactions in a secure manner.

Shiron becomes the first company to locally develop broadband satellite communication VSATs in Brazil

Shiron Satellite Communication's Brazil-based unit has signed an agreement with Sanmina-SCI for developing broadband satellite very small aperture terminals (VSATs) in Hortolândia (SP) in the district of Campinas. Following this agreement, Shiron will become the sole firm to produce VSATs locally in Brazil. Currently, Brazil imports over 20,000 VSATs every year, and its installed base has exceeded the 100,000 mark. The National Agency of Telecommunications (Anatel) had approved Shiron's InterSKY Irg-S2/ACM broadband satellite VSAT terminals in March 2008. Shiron has already deployed more than 7,000 VSAT terminals in 2007. In Latin America, it is currently deploying 3,000 iRG-S2/ACM VSATs with 16APSK Adaptive Code Modulation (ACM) outbound in addition to an 8PSK with FEC 8/9.

Brazil approves Oi's acquisition of BrT

Brazilian telecommunications regulator Anatel has agreed to change the country's telecom norms by permitting a single telecom group to own two operating licenses.

This development has cleared the way for Oi Participacoes' (previously known as Telemar) planned purchase of its rival Brasil Telecom for \$3.58 billion.

This acquisition needs approval from the Brazilian government. The regulator has declared that firms that own licenses in more than one area would need to provide nationwide telecom services.

It said that this move would force companies to provide services in densely populated regions as well as the oft-neglected rural areas.

BrT looking to increase availability of PLC, IPTV service

Brasil Telecom (BrT) is looking to expand the availability of its power line communications (PLC) broadband services to accommodate the planned launch of its IPTV service, Videon, beyond Brasilia.

BNamericas quotes the company's network engineering director Sebastiao Nascimento as saying that the upgraded Videon platform, which will include a number of new features, will soon be launched in nine states.

BrT launched PLC services in September 2007, to coincide with the launch of IPTV in the capital Brasilia.

BrT's plan is to deploy fiber-to-the-home (FTTH) technology and offer PLC as a distribution option within the end user's home. The country's telecoms operators have been testing PLC for several years but only resolved a number of interference-related problems in 2006.

BrT expects the new service will offer a maximum 200Mbps download rate, although interference could cut this to around 60Mbps. BrT is also about to test a PLC gateway, which

can manage distribution of broadband to homes in an apartment building, Nascimento said.

Cellcos team up to develop interoperable IM services

A group of eight Brazilian mobile operators — Vivo, TIM Brasil, Claro, Oi (Telemar), Brasil Telecom, Sercomtel, Nextel, and CTBC Telecom Celular — are working together to develop and launch interoperable personal IM services nationwide, BNamericas reports citing a statement by the GSM Association. Under the initiative, subscribers will be able to exchange messages with users on each other's networks.

Unicel to launch in Sao Paulo in September

Brazil's newest mobile operator, Unicel, plans to launch commercial services in Sao Paulo metropolitan area on September 7 under the brand name Aeiou, according to a company statement.

Unicel, owned by president and CEO Jose Roberto Melo da Silva and HiTs Telecom, acquired a GSM license in the region in October 2007 for BRL93.8 million (US\$60 million). The CEO is looking to attract 500,000 subscribers in its first year of operations and has already invested BRL250 million in rolling out its network.

At launch, Unicel will offer a prepaid-only service in the state capital as well as in Guarulhos, Osasco, Santo Andre, So Bernardo, Sao Caetano, and Diadema. Service charges will be BRL0.14 per minute on-net, BRL0.28 a minute to fixed lines, and BRL0.63 per minute to other mobile numbers.

Prior to launch, Unicel is performing calling tests with 10,000 people, starting August 15. Unicel has selected SmartTrust, a SIM and mobile device management (MDM) solution, to support its launch.

SmartTrust will deploy its comprehensive portfolio of over-the-air technologies, including SmartProvisioning,

SmartAct, and SmartaLaCarte. With the SmartTrust product suite, Aeiou will be able to automatically configure devices coming onto its network and successfully introduce the subscriber to its VAS offerings within the critical first hour, it said.

Unicel faces a tough challenge to establish itself though. The Sao Paulo metropolitan market is already served by the likes of Vivo, Claro, and TIM Brasil, while Oi (Telemar) has also indicated it will launch services there in October.

Telit launches South American M2M operations in Brazil

Telit Wireless Solutions Inc., the US-based M2M mobile technology arm of Telit Communications PLC, announced the appointment of six wireless industry leaders to guide the launch of the company's operations and sales force in South America. Telit will begin manufacturing the company's innovative M2M modules in São Paulo, Brazil, in August 2008.

"Brazil is one of the fastest-growing wireless markets," said Oozi Cats, CEO Telit Communications PLC. "With the appointment of experienced leadership executives combined with the company's innovative technology, Telit will quickly become a major player in the South American M2M industry." The Telit Brazil executive leadership team will be led by former Siemens Wireless Modules customer manager and strategic marketing consultant Marcos Kinzkowski. As general director of Telit Brazil, Kinzkowski will lead Telit's regional sales force. His expert knowledge of the Brazilian wireless market and established operator and integrator relationships will play an integral role in introducing Telit's M2M technology to the South American marketplace. Additional Telit Brazil team members who will report directly to Kinzkowski are listed below.

- Ivan Braz — Serving as regional director of manufacturing, operations and logistics, Braz recently served as business unit

manager at Jabil Circuit Inc. where he was responsible for directing the company's mobile phone and telecommunication equipment manufacturing units.

At Jabil, Braz oversaw over 30 million dollars in company assets and operations across Brazil, and at Telit, he will play a vital role in establishing the company's South American operations with the same high quality standards as Telit worldwide.

- Wireless expert Hamilton Marques da Silva joins Telit Brazil as head field applications engineer. Previously, he was senior product and test engineer at Siemens, where he was responsible for network interoperability tests of GSM products, meeting specifications and ensuring functionality and quality for Brazilian and other Latin American network operators. Marques da Silva has held similar high-level engineering posts at VTC Vitelcom América, Nortel Networks do Brazil, and Ericsson, and will serve as an expert to speed Telit module's through network certifications in South America.

- Anderson Benino will serve as regional sales manager for Telit Brazil, joining the company from his previous position as a commercial sales manager at Siemens Wireless Modules. Benino has held executive sales posts at several major telecommunications companies in Brazil, including Embratel and Terra Networking. His understanding of the market and valuable relationships coupled with his expertise as a telecommunications engineer will assist in establishing Telit's sales channels in Brazil.

- Joining Telit Brazil from Siemens as regional finance manager is Ricardo Stefanato Buranello. At Siemens, Buranello was a finance coordinator responsible for a \$30 million business unit.

- And serving as regional sales director for Telit Brazil is Diogo Sae, an up-and-coming M2M communications expert. Sae was recruited and participated in Siemens' Top Talent program in 2006; he then served as a sales engineer

and application engineer prior to joining Telit's team.

COLOMBIA

Colombia's ETB to unveil WiMAX in 2008

BNamericas reports that Bogotá-based telecom service provider ETB is planning to deploy WiMAX services this year to provide broadband wireless services in Colombia. The telecom service provider currently provides broadband Internet services in 22 Colombian cities. ETB's commercial vice president, Isam Hauchar, said that the company will initially unveil WiMAX in cities such as Cali, Barranquilla, and Medellín for providing its customers with high-speed broadband services.

Gran Caribe Telecommunications maps out a 1500km undersea fiber-optic cable between Venezuela and Cuba

Venezuela-Cuban joint venture Gran Caribe Telecommunications has mapped out a proposed 1,550 kilometer undersea fiber-optic cable to connect the two countries. The startup firm, which was set up by Cuba's Telecommunication Signals Transport Co. and state-owned Telecom Venezuela, is working on the details of this initiative and is likely to select a supplier by August 2008. The undersea fiber-optic cable is likely to be deployed by the end of 2009 or beginning of 2010. Gran Caribe is intending to deploy two pairs of optical fiber cables from the state of Vargas (Venezuela) to the Santiago de Cuba province, thus increasing the country's international capacity by 3,000 times.

COSTA RICA

Global Crossing Inaugurates Submarine Cable in Costa Rica's Pacific Coast

Global Crossing announced the lighting of its new fiber-optic submarine cable in Esterillos of Parrita, Puntarenas. Global

Crossing; Instituto Costarricense de Electricidad (ICE), the state-run entity responsible for Costa Rica's telecommunications; and the Radiográfica Costarricense S.A. (RACSA) hosted a ceremony at the new Unqui cable station in the town of Esterillos. Costa Rican President Oscar Arias along with executives from Global Crossing, ICE and RACSA attended the event to launch the new system.

This much anticipated fiber-optic submarine cable will facilitate the expansion of ICE's international network to the rest of the world through Global Crossing's network, allowing Costa Rica to increase reliability of its international telecommunications and strengthen the country's competitiveness, not only within Latin America, but on a worldwide scale.

"We're excited to reinforce our partnership with ICE in this initiative to expand Costa Rica's telecommunications services and increased connectivity around the world. This agreement is another step in the ongoing, cooperative effort between ICE, RACSA and Global Crossing to promote the continuous social and economic growth of the country," said John Legere, Global Crossing's CEO.

The new cable connection is an extension of the Pan American Crossing (PAC), which connects the United States' west coast, Mexico, Panama, Venezuela and the Virgin Islands, in addition to the east coast of the United States, South America, Europe and Asia, via Global Crossing's other underwater cable systems.

With the new Global Crossing connection, Costa Rica will benefit from the security, reliability and global reach of Global Crossing's high-quality IP network.

Additionally, this joint project provides ICE with a reliable international network infrastructure on both coasts, supporting the exponential growth of Internet traffic and transport of mission critical IP business applications in the region.

ICE's capacity to transport international traffic will increase, as will the possibilities for businesses in the region. As an example, the new bandwidth enables the transmission of approximately 185 million e-mails per second, assuming an average e-mail of 20KB; allows 2.5 million people to watch a video online, assuming 1.5M per connection; and can handle 60 million phone calls. Global Crossing's branch reaching Costa Rica has a design capacity of 256 STM1 equivalents, allowing for future increases in capacity as ICE's service requirements grow.

ICE has modernized and expanded its communications infrastructure at an international level, enabling national and multinational companies in the country to speed the flow information. The new cable landing is an important milestone for Costa Rica as it strives to develop a telecommunications infrastructure that will support the country's fast-growing demand for broadband applications.

ECUADOR

CentroSur to deploy a fiber-optic ring to support launch of broadband services

According to BNamericas, Ecuador-based power company CentroSur is rolling out an optical fiber ring in Cuenca for supporting the introduction of broadband services this year. The utility is likely to receive its telecom licenses this year and is contemplating spending around \$2 million to launch broadband access Internet on a hybrid network powered by wireless, fiber-optic, and broadband-over-powerline (BPL) technologies. CentroSur is planning to sign up 15,000 high-speed users in the first phase, extending broadband Internet to Canar, Azuay, and Motona Santiago in the subsequent phase.

Supertel says teledensity stands at 13.3 percent

Ecuadorian telecoms supervisory body Supertel calculates that as of June 30, 2008,

the country's fixed line teledensity reached 13.3 percent, as telcos reported a total of 1.845 million lines in service by that date. Andinatel is the largest provider, with 53.15 percent of lines, followed by Pacifictel (38.9 percent), ETAPA (6.40 percent), Setel (1.15 percent), Linkotel (0.23 percent), Ecuador Telecom (Ecutel, 0.11 percent), and Etapatelecom (0.07 percent). The number of public telephones in operation stood at 9,545 at the mid-year point, the lion's share of them provided by Andinatel. According to TeleGeography's GlobalComms database, at the end of 2007, Ecuador had 1.812 million fixed lines in service

In related news, Ecuadorian telecoms council Conatel's head Jaime Guerrero told BNamericas that the government expects to reach 19 percent fixed-line penetration by 2010, while in the fixed broadband segment, penetration is expected to reach 7 percent by 2010, compared to the current figure of below 1 percent. The state also expects total investment in the telecoms sector to reach US\$617 million over the next two years.

MEXICO

Occam Networks signs contract with Telecarrier in Panama

Telecarrier, a telecommunications service provider in Panama, has selected Occam Networks as the principal broadband access supplier in a program designed to increase broadband services and push broadband access throughout the country. This expansion is intended to help meet the needs of Panama's national economic development initiative, which has to date attracted significant foreign business investment.

"Telecarrier is increasing the number of services it offers its subscribers to include IP-based voice and data services and will extend broadband access to a wider number of business customers throughout Panama," said Alvaro Aguilar Cabello, director of engineering

and outside plant at Telecarrier. "We analyzed several factors when selecting a new access provider that included the range of equipment the provider offered, the ease of deployment and service activation and the simplicity of installing the equipment and integrating it into our existing packet network. On all counts, we found Occam offered a superior solution to other access equipment suppliers."

Telecarrier is enjoying significant growth as a result of Panama's Export Processing Zones program, a public-private partnership between Panama's government and the private sector to spur the establishment and growth of manufacturing, assembly, distribution, and other operations by foreign businesses. Panama has provided significant tax incentives, access to buildings and other infrastructure, and additional support as part of this program. Panama-based businesses require advanced broadband access and services that Telecarrier plans to provide. "Panama is a vibrant and growing business center for a wide range of companies eager to trade throughout Central and South America, these businesses require the most current broadband access technology to ensure smooth communication," said Enrique Soler, director of Netcom S.A., the telecommunications systems integrator that recommended Occam's BLC to Telecarrier. "Occam Networks and Netcom have partnered well to bring high-speed broadband access to Telecarrier and potentially other service providers in the future as well."

Today, Telecarrier offers local and long-distance telephone service, DSL, VoIP, datacenter hosting, and related services. As part of the first phase of the next-generation network deployment, the company will upgrade these services to include TLS, VPNs, and additional Ethernet service offerings.

Megacable reports 2Q revenues growth, subscriber increase

Mexican triple-play provider Megacable has announced a 45 percent increase year-on-

year in revenues, for the three month period ended June 30, 2008.

The strong performance was attributed to a significant rise in subscribers across all service areas, with customers for the operator's telephony service increasing 224 percent year-on-year to 169,619.

The operator has also revealed that US\$90 million has been set aside for investment in 2008, with 50 percent to be used for network expansion.

Mexican regulator supports foreign investment in fixed-line business

Mexico's fixed-line business should be opened up more to foreign investment by lifting current restrictions to improve competition, Eduardo Pérez Motta, the head of the competition commission, said recently to Reuters.

Mexican law limits foreign control on fixed-line telcos to 49 percent and stipulates entry through a Mexican partner.

These limitations do not apply in the mobile telephony business, where the second-in-size service provider is owned by Spanish carrier Telefónica.

More than 90 percent of Mexico's fixed-line market is claimed by Telmex, whose mobile arm, América Móvil, stands behind an estimated 75 percent of mobile accesses.

Despite last year's proposal in Congress to discuss a change in law, no hearing has been held yet. Last year, Telmex refused to grant local loop access to Telefónica's local subsidiary Grupo de Telecomunicaciones Mexicanas (GTM) on the grounds that the latter is more than 49 percent owned by the Spanish group and would, therefore, be violating the law. According to the foreign investment director at the Ministry of Finance, Gregorio Canales, Telefónica has an indirect investment in GTM as a result of the neutral investment mechanism, which is excluded from the afore-mentioned legislation.

PANAMA

U.S. Department of Commerce Trade Mission to Panama

Panama is booming with development and represents an excellent opportunity for U.S. exporters. Panama's economy grew at an astounding 11.5% in 2007 and U.S. exports to Panama increased by 38.2% between 2006 and 2007.

The pending U.S.- Panama Free Trade Agreement and the Panama Canal expansion project offer tremendous commercial opportunities for U.S. firms. Best prospects for the country include telecom equipment and IT security equipment and software, among others. If your company is considering exploring opportunities in Panama, we suggest taking advantage of this trade mission to help you do that. The registration deadline is September 19. For more information, visit http://www.buyusa.gov/florida/panama_mission.html.

tenders. Projects are awarded based upon price and ability to meet requirements. Since 2007, FITELE has been under the direction of the Ministry of Transport and Communications (MTC).

The BAS project will be jointly funded by FITELE and the winning operator. The estimated subsidy for the project will be approximately US\$40 million. The subsidy payment will be carried out over several installments in the first five years of the operation. The project has been designed with an approach of technological convergence in order to give multiple services over a platform of satellite broadband. Nevertheless, another type of technology can be used as long as the operator complies providing the following services: Internet access, residential telephony, and pay phones. Interested companies are encouraged to contact Liliana Ruiz de Alonso at lilianaruiz@alternaperu.com or at +51-1-996474140.

PERU

Telecom Project in Rural Areas

The Universal Service Fund of Peru, FITELE, has designed a project called "Provision of Voice and Data services through Broadband for rural localities of Peru – Broadband in Isolated Localities," or BAS, which will be awarded soon to an operator that deploys broadband infrastructure and offers public telephony, residential telephony, and access to Internet under a 20 year license. The project will benefit approximately 1.5 million inhabitants located in 3,852 isolated rural localities distributed in 24 regions ("departments").

FITELE is funded by payments of 1% of gross revenues billed and earned by telecom operators in Peru. FITELE finances telecommunications projects in rural areas through subsidies given to private operators. After the technical requirements of a project are specified, projects are awarded through public

URUGUAY

Uruguay's mobile penetration rate exceeds 100 percent

According to GSM (Global System for Mobile Communications) association 3G Americas, the mobile-phone penetration rate in Uruguay has gone past the 100 percent mark. The country witnessed the addition of 991,000 new users in the 12 months ending on March 2008.

The total mobile user base of Uruguay has reached 3.5 million, which means that the country has the highest penetration rate in the entire Latin American region. According to TeleGeography's GlobalComms database, state-run Ancel had 39.7 percent market share by the first quarter of this year. It was followed by Movistar and America Claro with 35.5 percent and 24.8 percent, respectively. Meanwhile, the uptake of 3G services in Uruguay remains slow, with just 8,000 users.

VENEZUELA**VoIP gaining a strong foothold**

Venezuela's fixed-line teledensity is only about average for Latin America — a poor performance based on the country's GDP per capita, which is one of the region's highest. In 2007, however, Venezuela's fixed-lines in service grew at a faster rate than those of most other Latin American countries, as its renationalized incumbent CANTV rolled out lines in underserved areas while cutting interconnection charges and call fees. The Venezuelan government gained control of CANTV in May 2007 with an 86.2 percent stake, which comprised 6.6 percent that it already owned; 28.5 percent that it purchased from Verizon; and 51.1 percent that it purchased through concurrent share offers on the New York and Caracas stock exchanges.

Besides CANTV, another four telcos offer basic telephony using fixed-wireless or cable TV networks, and another nine offer international long-distance telephony. VoIP, as a cheap option for long-distance calling, has gained a strong foothold in Venezuela.

For more information see "2008 Latin America — Telecoms Mobile and Broadband in The Eastern Nations," BuddeComm.com.

MARKET INTELLIGENCE**Signals Telecom Consulting predicts expansion of Latin American mobile TV**

According to a recently released Signals Telecom Consulting report, value-added services such as mobile TV represent an opportunity for Latin American operators to garner revenues and customer loyalty, a potential furthered by 3G network rollouts in the region.

At the same time, these rewards won't come immediately. Factors like operator focus on high-consumption users with expensive handsets and services, wild inconsistency in

how user plans offer and bill, and as yet sketchy programming all make the consulting firm characterize Latin America's mobile TV market as still "in development."

In addition, the prevalence of a unicast business model running in 3G networks impedes service implementation on a massive, rather than a local, scale. As things stand, Signals estimates that by 2013, mobile TV revenue will reach \$1.8 billion — 2.7 percent of total telecommunications sector revenues — in the seven largest Latin American telecommunications markets.

Latin American users recognize mobility as productivity, personal balance tool, says IDC

Thanks to mobile devices' increasing availability and continuing accessibility for professional users, Latin American users are joining the mobility wave prevailing in developed markets.

With a 52 percent service revenue share in the telecommunications market, far exceeding that of fixed telephony (35 percent), mobile telephony services, including voice and data, are the industry's top performer in Latin America, and show the regional users' need to be continually connected.

These conclusions were addressed by IDC's Latin America telecom director, Romina Adduci, during the conference hosted by Nokia in Buenos Aires around the new Nokia E66 and Nokia E71 mobile devices, proposing an ideal balance between personal and professional life.

This mobile services growth is being mainly supported by access to personal and professional communication resources, ranging from email solutions, messaging, and Internet navigation to more complex, business-related applications, including CRM, ERP, workforce automation, etc., which are supported by the corporate intranet in the mobile environment.

Such mobilization is favored by a growing user eagerness and willingness to make their mobile devices their core communication tool.

According to a survey conducted by IDC, this kind of device easily tops the list of Latin American aspirations when selecting among other core, daily routine items, including the wallet, the keys, etc.

For Latin American users, the entertainment and multimedia experience leads personal aspirations. But, while major interest for innovative communication forms is personal, real adoption occurs through the corporate world, basically for budgetary reasons.

The IDC study states that having a corporate device allowing users to stay online on the move, wherever they are, is conducive

to enhancing the individual's communication experience significantly. Latin American users see that mobility brings more efficiencies, productivity and access to resources in multiple environments, thus contributing to balancing and even improving their quality of life, because they are able to manage their communication time and space. According to the report, mobility is growing in Latin America — a trend that will continue as long as (1) users have more access to devices meeting their resource access expectations (2) and service plans are made more available enabling permanent connectivity at competitive prices.

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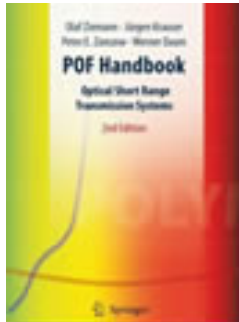
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Day 1: Active Components and Fibers

Wednesday - August 20, 2008

Transmitter and Receiver for POF Systems

Olaf Ziemann, POF-AC Germany

- LED and laser for data communication
- Large area photo detectors
- Comparison of different wavelengths for POF transmission
- Coupling technologies for active components

Wed. AM Tutorial 9:00 a.m. - 1:00 p.m.

Large Core Diameter Optical Fibers

Olaf Ziemann, POF-AC Germany

- Polymer Optical Fibers, hybrid and glass fibers
- Standards for POF
- Optical and mechanical properties of POF
- Measurement techniques for large core diameter fibers

Wed. PM Tutorial 2:00 p.m. - 6:00 p.m.

Day 2: Passive Components and System Design

Thursday - August 21, 2008 Thu. AM Tutorial

Design of POF Systems

Olaf Ziemann, POF-AC Germany

- Review of published transmission systems
- Power budget calculation for POF systems
- Commercial available systems

9:00 a.m. - 1:00 p.m.

Passive Components for POF

Karl-Friedrich Klein, FH Gießen/Friedberg, Germany

- Connectors
- Attenuators, filters and mode converters
- POF surface preparation
- Measurement and calculation of connector losses

Thu. PM Tutorial 2:00 p.m. - 6:00 p.m.

Day 3: Test and Measurement, Environmental Tests and Status

Friday - August 22, 2008

Measurements on POF

Olaf Ziemann, POF-AC Germany

- Attenuation and bandwidth measurements
- POF-OTDR
- Climatic behavior and lifetime measurements

Fri. AM Tutorial 9:00 a.m. - 1:00 p.m.

Specialty Optical Fibers

Karl-Friedrich Klein, FH Gießen/Friedberg, Germany

- Microstructured POF
- Silica glass and conventional glass fibers
- Fibers and light guides for power transmission
- UV fibers
- Specialty POF

Fri. PM Tutorial 2:00 p.m. - 6:00 p.m.

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