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President looks to a challenging future

In a letter to FITCE members, new FITCE President José Van Ooteghem examines future challenges and opportunities for FITCE.

Dear colleagues,
In the early 1960s, a few enthusiastic engineers, representing national associations of PTT engineers, originally from Belgian, France and Luxembourg founded a new International Association: FITCE. Their first congress was organised in Luxembourg in 1962.

Who would have imagined that today, **40 years later**, 12 countries are active in this association. Without any interruption, hundreds of European telecommunications experts, coming from all over Europe, have met during the traditional, yearly 'FITCE European Telecom Days'. This summer, the Spanish national association, organised an excellent congress in Barcelona.

For 12 years, as a member of the board, I have witnessed many changes. Over the years, this ongoing change has allowed us to adapt to a new environment. FITCE is no longer an exclusive club of engineers interested in purely technical issues, but offers an open forum to telecommunications managers with a wide area of interest in the European ICT-world.

Yet, I feel that the coming years could be crucial to our association: we face a lot

of threats and challenges, but new opportunities will also arise.

I want to take the opportunity to raise a few issues and action plans for the coming years.

Providing our members with valuable services

In the current bad economical situation for the technology and ICT sector, we have to continue to organise successful events, especially our yearly congress.

Nevertheless, as sponsorship is somewhat reduced, we might not be able to maintain the very low membership fee level.

To align better with the expectations of our participants, we have to adapt the format of the congress. A small group of board members assisted by some experts has already started the re-engineering process.

However, our activities should remain attractive and easily accessible. This, combined with the friendly FITCE atmosphere and hospitality, should remain our main goal.

But this activity should not be the only one. We must reinforce the relationship with our 3000 members, via publications (our *FITCE Forum* newsletter) and of course our web site. This web site should play a more important role.

Within our companies, we notice that a lot of young collaborators want to share their views with colleagues from other companies. FITCE offers an opportunity to unite these people, in a forum, with informal contacts. We should also consider starting up study groups, where these colleagues can exchange useful information.

Extending membership and visibility, European cooperation

FITCE should become a well-known organisation, especially among the new operators, and, as a European association, we



FITCE President: José Van Ooteghem

also should enhance the relationship with the European Union.

Our European mission will be reinforced if we succeed to expand membership to a lot of new countries.

Originally, all national associations within FITCE originated from the incumbent operators.

In most of our countries, statutes have been adapted allowing membership to all new operators, the entire ICT industry, educational institutions, governmental bodies. In the coming years, we should stimulate this in all member countries. This way we can attract a lot of new, young ICT colleagues to join the FITCE forum.

So we still have a lot of work ahead. Together with the whole team of enthusiastic colleagues in the FITCE-CD and with the support of the different national associations and interested telecom operators and companies, we will work hard for the future and the development of FITCE, so our members get the service they expect and deserve.

José Van Ooteghem, President of FITCE

FITCE Forum

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Barcelona 2001 — another great FITCE Congress

FITCE 2001: The 40th European Telecommunications Congress, titled '2001: European Odyssey: Telecommunications in the e-society' was held from 22–25 August 2001 in Barcelona, at the Hotel Fira. The numerous participants, the level of representation from the institutions involved, the calibre of the presentations and the media coverage all contributed to the success of the Congress.

The Organising Committee and AEIT

The prestigious FITCE Congress is a much-awaited event held annually since 1961. This is the third time that AEIT (Asociación Española de Ingenieros de Telecomunicación, Spanish Association of Telecommunications Engineers), has been entrusted with organising the event.

Spain first organised the Congress in 1982, and the city chosen to hold the event was Madrid. In 1992 the Congress was celebrated in Granada and Seville; the event was planned to coincide with the Barcelona Olympic Games and Expo 92, the World Fair which took place in Seville. There is no

doubt that Spain is a most attractive location; European telecommunications experts were delighted to again meet here to debate contemporary key information technology and communications issues.

On the most recent occasion, in the summer of 2001, the organisers decided to focus on the beginning of the 21st century, and the millennium. The organising committee, headed by Carlos González Mateos, was made up of members of the Boards of COIT/AEIT and of COETC. Mr. González Mateos is also Vice President of AEIT. The committee did an outstanding job of organising an event that congregated over 300

delegates (and an additional 200 guests, spouses or escorts). The participants were able to attend a series of especially interesting presentations and everyone benefited from a very well-planned social programme. Participants and their escorts enjoyed the social events and visited Barcelona, Montserrat, Figueras and the Dalí Museum.

The Congress brought in delegates from Austria, Belgium, the Czech Republic, France, Germany, Greece, Ireland, Italy, the Netherlands, Poland, Switzerland, the United Kingdom, the United States of America, and the hosting country, Spain. A representative from Kosovo also participated.



Opening ceremony

Organising committee



Congress 2001 awards

As is customary at FITCE Congresses, awards were made for excellent contributions:



Marc Mignon: Best Young Presenter award for 'The Introduction of Optical Networking into the Belgacom Backbone'

Michele Morganti: Best Written Paper and Best Presentation awards for 'Beyond Mobility: Ubiquitous Services and Applications for a Wireless Society'





Presidential Table in the Congress. Left to right: Eliseo Sánchez, Carlos Martín Badell, Enrique Gutiérrez Bueno, Hamadoun I. Touré, Mr. Maruszczak

The presentations, totalling 42, were delivered in 10 morning and afternoon technical sessions.

The 40th FITCE Congress

The Congress opened at 11 am on 22 August 2001. The inauguration ceremony was attended by, among other distinguished personalities, Mr. Hamadoun I. Touré, Director of the Office of Telecommunications Development of the UIT. Mr. Touré was kind

Speakers at one of the technical sessions



Carlos González Mateos, Vice President of AEIT and Enrique Gutiérrez Bueno, Dean of the National Association of Telecommunications with FITCE's new President José van Ooteghem



enough to accept AEIT's invitation and travelled to Barcelona for the event.

Enrique Gutiérrez Bueno, Dean of the National Association of Telecommunications presided over the inauguration panel. Among those present were Mr. Touré; Carlos Martín Badell, Dean of the Catalan Association of Telecommunications and Secretary General of the Sociedad de la Información (Information Society) of the Generalitat de Catalunya; Mr. Maruszczak, President of the FITCE; and Eliseo Sánchez, CEO of Terra Mobile. Mr. Sánchez of Terra Mobile represented Telefónica Servicios Móviles, the official sponsors of the Congress.

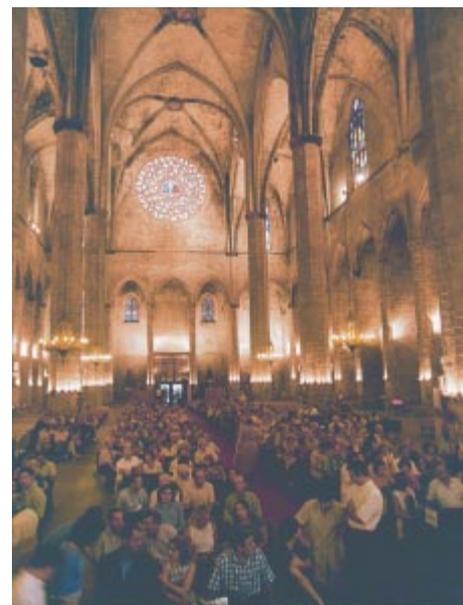
The inauguration ceremony brought together numerous participants, other guests and media; at the end of the event a press wheel was held. The most discussed issues were those related to mobile communications in general and, more specifically, to 3G communications in Europe and the roll-out and deployment of the universal mobile telecommunications system (UMTS).

The working sessions commenced immediately after the press wheel: the first two were 'The E-Society' and 'Next Generation Network'. In the afternoon, the 'Casa Batlló', one of Barcelona's most distinctive buildings, set a dramatic stage for a reception. The 'Casa Batlló' is one of internationally renowned Catalan architect Antonio Gaudí's masterpieces.

On 23 August, the participants continued their work in four technical morning sessions: 'Access Network', 'Policy Issues', 'Mobile Network and Systems' and 'Designing for Quality'. In the afternoon a special



Internet desk at the Congress



Santa María del Mar Concert (sponsored by Siemens)

concert was performed exclusively for FITCE at the Basilica of Santa María del Mar. Soprano Laura Muñoz sang, and accompanying her was the group 'Cámara Diferencias'.

The following day, 24 August, two technical morning sessions were scheduled. One was 'The Mobile Society' and the other 'The User Dimension'. The afternoon was devoted to a tour of Olympic Barcelona and included a visit to the Olympic Sta-



A technical session in progress



3 → dium. It was a truly exciting visit for the participants who, inspired by the setting, engaged in a memorable Olympic Experience. Forming a single team, the members of FITCE and their spouses and partners participated in contests, danced the *sardana*—a typical Catalan dance, enjoyed music and admired the human towers built by the *castellets*. To top off a full and exhilarating day, a cocktail was served: the backdrop was a spectacular show of fireworks.

Finally, on 25 August, two technical sessions occupied the morning. The first was 'Evolving Infrastructure' and the second, 'E-Business'. Lunch followed, followed by the General Assembly and the closing of the Congress' technical programme. The final event, crowning three days of hard work, was the Gala Dinner. In the setting provided by one of the architectural jewels of the world, the Gothic marvel that is the *Marqués de Comillas de las Reales Atarazanas* Hall, dinner preceded an award-giving ceremony. After the distribution of the accolades, the guests enjoyed the band's performance of typical melodies from all of the participating countries.

Acknowledgements

The COIT and AEIT extend their heartfelt thanks to the members of the organising committee for all their unstinting efforts made to successfully achieve this 40th FITCE Congress.

Very special thanks go to Luis Sanz, in charge of International Affairs at SETSI, for his assistance and cooperation in the pres-



Congress participants in the Olympic Experience

ence of important personalities from the UIT. We are also very grateful to all SETSI staff, notably to Bernardo Pérez, Director General of Telecommunications and Information Technologies, for their hard work and accomplishments.

We are greatly indebted to Telefónica Servicios Móviles, without whose very generous sponsorship the Congress could not have taken place.

Many thanks go to Siemens for their cooperation and patronage of the concert at the Basilica of Santa María del Mar. We are

also thankful to La Caixa, whose financial aid was fundamental in underscoring the importance of the 40th FITCE Congress in the City of Barcelona.

We are likewise grateful to the companies that kindly offered to assist in the organisation of the event; although the proposed cooperation did not materialise, their bids were much appreciated.

Finally, we acknowledge our obligation to all of the members of FITCE who, with their presence and unselfish support, made the Congress a resounding success.

Stranger surprised at the FITCE Congress

The nicest things in life are those you don't expect! The FITCE Congress in Barcelona was such an unexpected, very nice event for me. I thank both the organisation and the people from the Dutch delegation for that.

As the wife of one of the speakers, I decided to join him on his trip to Barcelona. This was a great opportunity to explore this beautiful city. We heard about the social programme but I did not sign up for it as we had the intention to explore the city of Barcelona on our own. At least, that is what I thought until I was invited to join my husband at the reception at the Gaudi House. We met so many friendly people!

And there it started. We were invited for the concert the next evening as well. And: 'Oh, you should come to the Olympic Experience on Friday evening as well!'. We skipped the concert, because my husband and I had so much fun together driving through Barcelona on the open roof of the tourist bus. But Friday evening we were there! The Olympic Experience was an absolutely great event, which we enjoyed very much! This was truly a lifetime experience!

On Saturday again people insisted that we should come to the closing gala dinner. After the previous events we were very eager to come, but we didn't bring the clothes for such an occasion. So, I had a very good excuse to go shopping. And everybody knows what really makes a woman happy: to go shopping with her husband's credit card!

The dinner was quite an experience. So many glasses on the table (I didn't manage to drink them all out...), the delicious food, the presents, the music, the serious conversations, the dancing and of course ... the fact that I didn't have to do the dishes!

In the conversations I learnt about the concerns for the FITCE future. All I can say about that is this: the members of the FITCE are creative, intelligent and very well situated people! Less sponsoring shouldn't have to be a problem. Creativity comes in situations like that. Why don't you all bring souvenirs from your home town, and spend an evening in exchanging presents, telling about your home town and promoting your countries? Something completely different, but also a lot of fun ... Times change, the sector changes, people change. Bringing in younger people comes with such a change in needs. As long as people are not afraid of these changes there is hope for the future. Changes can be fun and challenging. Talking to some of you, I know for sure that the FITCE is very capable of dealing with the changes it will need to go through.

Wishing you all the best and hope seeing you in good health next time,

Hilda Bastiaansen



General Assembly and Comité de Direction (August 2001)

Nearly 90 delegates attended the General Assembly on Saturday 25 August 2001 in Barcelona.

The General Assembly approved the reports of the Secretary General, the Treasurer, and the Auditors.

José Van Ooteghem was elected President for a one-year term. José introduced several action points he wanted to take on during his presidency:

- increase membership;
- review the format of the Congress;
- attract new country associations as members;
- enlarge the visibility of our organisation; and
- renew contacts and relations with the European Union.

Carlos Gonzalez Mateos and Antonino Calantoni were elected as Vice-Presidents for a one-year term.

The budget for 2002, as proposed by the CD, was approved.

Guntram Kraus thanked Stefan Maruszczak on behalf of all members, CD members and Board Officers for his excellent and effective presidency.

Comité de Direction (No. 214)

Two CD meetings were held during this year's Congress.

In addition to the normal agenda topics, the following decisions were taken:

- The P&L Statement 2000, balance sheet and budget 2002 were discussed and approved for presentation to the General Assembly.
- A Study Group will be set up to change/adapt the format of the Congress.
- The necessary actions shall be taken to enable an increase of the fees for membership and for Congress attendance.

Harald Gmeiner was appointed as new database manager.

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News from FITCE Belgium

In 2001, its second year of operation, FITCE Belgium has again been very active. After the successful series of lunchtime sessions on the subject of access and local loop unbundling, reported on in an earlier *Forum*, we organised three evening lectures. Those lectures drew an attendance of some 60–80 people.

Telecommunications: the revolution continues

On 8 March, Jo Cornu, well-known captain of industry from Alcatel, gave the first evening lecture of the year. In his speech 'Telecommunications: the revolution continues', Mr Cornu sketched a broad panorama of the telecommunications landscape today. He put the current crisis in perspective by pointing to the exceedingly high growth rates of the years before the crisis, reaching more than 30%. The current downwards revised rates of around 20% are still much more than most other branches of industry can only dream of. VoDSL was emphasised as a highly promising technology for use over unbundled loops by alternative operators. Pure data traffic is not going to be sufficient to sustain and grow the revenue stream of operators. Although data represents already 50% or more of today's traffic, it only represents 10% of the revenue. On UMTS networks, operators will need to offer added-value applications as only 25% of the revenues will come out of data traffic per se.



Jo Cornu, Alcatel

Business Unit, took up the challenge to discuss this intriguing topic. He started his talk by illustrating the concept of digital lifestyles with a few striking examples. The use of the Internet and other modern means of communication like cellphones empow-

The role of a Telco in the Internet Age

'The role of a Telco in the Internet Age' was the next subject. On 27 June Henri van der Vaeren, Head of Strategy and Business Development of the Belgacom Internet

Henri van der Vaeren



Business Unit, took up the challenge to discuss this intriguing topic. He started his talk by illustrating the concept of digital lifestyles with a few striking examples. The use of the Internet and other modern means of communication like cellphones empow-

ers the anti-globalisation protesters. MIT puts all its course materials freely available on the World Wide Web to help developing nations to acquire technological know-how and escape poverty. It is hardly believable but one out of every four Americans is a birdwatcher. More than 75 000 of them are connected in a worldwide network, resulting in worldwide adaptation of landscapes to fit the needs of migratory birds.

Next the main Internet market trends were addressed. The Internet has released tremendous creative forces, leading to important changes in the way business is done and the way we conduct our daily lives. Internet-based business re-engineering takes both re-engineering and electronic business-to-business communication a giant step further. As connectivity becomes a commodity, telcos need to move to higher value-added services and indeed even beyond the delivery of services into staging experiences. Those ideas are advanced in such books like *The Experience Economy* by Joseph Pine or *The Dream Society* by Rolf Jensen.

How ISPs, dotcoms and telcos are reacting was the next item on the agenda. The debacle of the dotcoms left behind more than just disgruntled investors. There is a highly valuable legacy of new business models and social practices that will find their way back into society. As for ISPs, the reality is that only telco-backed ISPs are doing well. For telcos, the key issue is how far to position themselves on the Internet value chain.

Mr van der Haeren rounded up the talk with an impression of the many ways in which Belgacom is taking up the Internet challenge and opportunity. The Internet Business Unit is, in the short term, focusing on strengthening core revenues, while preparing for the mid- and long-term growth of alternative revenues.

e-Belgium

The last evening lecture of the year was given on 10 October by Marc Aelbrecht, senior manager at CISCO Systems. The subject 'e-Belgium' is the title of a book written recently by Mr. Aelbrecht out of his concern that Belgium is not active enough in seizing the opportunities provided by the Internet society. Internet need not dominate our lives but we need to integrate it to improve the quality of our lives. Thanks to Internet we shall get more time to do the things we really like to do. Internet can and must offer an added value to all and every one even if there remain

5 → a lot of hurdles to be taken. At any rate, the Net will be a catalyst of a new kind of society—the knowledge society.

If Belgium wants to partake in this worldwide evolution to the knowledge society, we need to do some catching up. In the first place a cultural change is required. As a small country, Belgium tends to parochial attitudes. We need to get rid of such narrow thinking. Mr Aelbrecht resisted the temptation of dressing up a 10-point programme to lead Belgium to the forefront. He rather wants to initiate a wide debate around his own personal conclusions which he structures around three entities: government, education and business.

The public service is at the same time an enabler and an example. The e-government option therefore needs to be supported by the whole government. Naming an e-minister, like the UK has done, can help. Full liberalisation of the communication infrastructure is an absolute priority. It



Marc Aelbrecht, CISCO Systems

is as important to eliminate the digital divide. There needs to be access to the Internet for all. The education system also has a major role to play in this. In its role of enabler, the government needs to avoid over-regulation and patronising as the required rate of change does not allow that. Government needs to look beyond the frontiers as the greater part of the new economy has an international character. A service offering that exceeds that of other countries is not a luxury. It will allow us to improve the dynamics of our economy and create an attractive climate for new business. Implementing such ambitious plans requires money, competence and time. Public-private partnerships look like a good idea. The unions can make a difference by participating in creative thinking with the government in order to conduct the whole public service into the new economy constructively.

Because of the increasing rate at which society changes, learning has become a life-long task. Education is to the knowledge society what energy is to the industrial society. The education system can install a democratic

process whereby the use of the Internet becomes obvious to all. We need to lower the barriers that are currently still withholding a part of the population from the information society. To make us fit for the new society, we need to review the content, the format, the financing and the delivery (through e-learning) of education. Again, there is an opportunity for the unions to play a new role by participating with industry and government in creating a single purpose across the different educational organisations.

Finally, of course there are the companies. For nearly everyone of them, the Internet offers opportunities which are frequently overlooked or not valued correctly. The essence of the Internet is that it compresses time and place. A small enterprise with a good business idea can immediately address the global market. A successful Internet strategy is characterised by leadership, management and organisation, competence and the correct use of the technology. The whole subtending business process must evolve at the same time. For SMEs, the majority of Belgian enterprise, it is best to foresee a phased approach. In a first phase come e-mail and an information-oriented web site; electronic transactions and integration with suppliers, partners and big customers come in later phases. The future will be dominated by dynamic enterprises that

can flexibly adapt to the changes in the market. This requires that the entrepreneur has a vision beyond the church tower, province and country.

UMTS discussions

The next big project for FITCE Belgium is a set of four lunchtime sessions on the hot topic of UMTS. Four aspects of UMTS are successively addressed. In the first lecture on 28 November, Professor Pirlot of the national regulator BIPT introduced the UMTS technology in comparison with GSM, GPRS, etc. Mr Pirlot also talked about the regulatory environment, the state of deployment in Belgium, Europe and the rest of the world. In the second lecture, on 19 December, Mr Recinella of Telindus, one of the largest Belgian integrators, spoke about the resources and skills required to build/migrate to UMTS. How sites are acquired or shared, timing and radio planning were other subjects. Lecture 3, on 6 February 2002, promises some fireworks as this will take the form of a panel discussion between the three licensed operators—Proximus, Mobistar and KPN Orange. Finally, lecture 4 on 27 February will be given by a representative of the content/media players on the market with as topics: how to use UMTS as a new medium, business model and killer applications, and copyrights.

4th Workshop on Telecommunications Techno-Economics

14–15 May 2002, Rennes, France

Invitation to Participate

Organised by: FITCE France and IST/TONIC†

Location: France Telecom R&D, 4 Rue du Clos Courtel, Cesson-Sévigné (near Rennes), France

Growing interest in techno-economics for services and networks has given rise to a number of studies to support strategic decision making by telecommunications operators, service providers, manufacturers and regulators.

The workshop focuses on:

- Techno-economics of networks and services.
- New mobile IP business models.
- Demand for broadband fixed and mobile services.
- Costs and benefits of providing broadband access in competitive and non-competitive areas.
- Optimal pricing strategies.
- New uses of broadband applications.

This workshop is relevant to FITCE members, engineers and experts, managers, decision makers and researchers interested in the economic performance of network architecture in different situations. The conclusions of the workshop will help establish pertinent recommendations to policymakers, network operators and service providers regarding communications investment strategies.

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For further information, including registration instructions, please visit the FITCE web site at www.fitce.org.

† TechnO-ecoNomiCs of IP Optimised Networks and Services. TONIC (IST-2000-25172) is dedicated to techno-economic analysis in the framework of European Union research projects. Techno-economics contribute to the development of telecommunications business through the economic feasibility assessment of any type of technologies and services. www-nrc.nokia.com/tonic/

Renationalise the incumbents?

The mood has changed—lately. Privatisation is a thing of the past, renationalisation is ‘in’. As (almost) always the United Kingdom leads the way in setting a trend. The railways there or at least part of them are going to be renationalised because they failed to make a profit, and even more important could not guarantee a decent service. I even heard someone on the radio say that the telecommunications privatisation is a failure and therefore should be reconsidered. The argument of course is that the situation in the telecommunications industry is far from healthy and that most of the problems are for the greater part caused by the industry itself. ‘Under state control this never would have happened,’ I heard him say.

He has a point in the sense that we all have come to believe our own sales talk and failed to notice that the bubble once had to burst. A hard lesson has been learned and I promise I will never again laugh at the people of Albania who put all their money in chain letters and did not understand that in such a game there are few winners and many losers.

State owned and run enterprise

Let us try to visualise what the telecommunications world would look like without that privatisation. In the early 1970s I had the privilege to enter into the service of the State Company of Post Telegraph and Telephone (PTT) and became a civil servant. Just at that time some progressive civil servants had convinced the leadership of the company that selling only grey telephones was a bit out of date and that coloured ones should be offered as an alternative to the public. Of course everybody, including myself, believed that only PTT should be allowed to connect its own sets to the network, but coloured ones would at least from the outside offer subscribers (today these are called customers) a choice. A glossy folder was printed showing all the six colours in a row. The day before the start of the publicity the Secretary of State, who was the political boss of PTT, was shown the folder by some very proud collaborators. He flew into a blind rage—this was promotion of consumption and should not be done by a state-owned company! He ordered to stop the process and banned the sales of coloured telephones. Sometime later he had to withdraw his order because throwing away hundreds of thousands of coloured telephones was bad for the environment and was politically unacceptable.

This innocent example shows some of the forces to which state enterprises are subjected. Without privatisation we would have seen many more of these cases and certainly less innocent ones.

Privatisation

Just before the liberalisation took place, some very optimistic predictions were made that in the year 2000 there could be perhaps ten million mobile telephones in Europe. Impossible and over-optimistic was the reaction of many people at such predictions. Now there are already that number of telephones in a small country like the Netherlands. Only privatisation has achieved the ubiquitous and available service that mobile telephony now is. (Of course I forget the international roaming tariffs which are still scandalous.)

Nobody can claim that without privatisation and the introduction of competition we would have come close to the present level of service, taking both price and scope into consideration. Of course we still do have many problems, partly due to the fact that competition has not been introduced on a fair basis. Other problems can be solved if operators would cooperate more sensibly, and luckily this happens more and more. But I think that those who say that we should turn back privatisation and liberalisation are throwing the baby out with the bathwater.

Ton de Liefde (Siticom Columbi, The Netherlands)

Back to normal, when and how?

Seldom has an industry sector suffered more from untested technology decisions as telcos from the UMTS hype. The hype has died out to a large extent and due to it some incumbent telcos are nearly dying as well. As a result we see a domino effect in the industry. Telcos stopped buying and investing in new equipment and services, leading to a grinding halt of hardware production, people lay-offs, etc. Not only have the incumbents overextended their reach, but various banking institutions have taken too much risk as well. There is a well-defined balance for outstanding loans in various industry sectors and currently the telecommunications industry is clearly out of balance. There is no new money for telecommunications activities. That fact alone blocks the financing possibilities for new, necessary and interesting developments; for instance for the development of applications which should create revenues to finance the interest liabilities. The respective governments have cashed 10 years of tax in advance, bleeding the industry almost to death for a service which might never see the light, at least not in the way it was foreseen by the so-called incumbent strategists. This situation will not disappear unless these governments come to their senses and create an environment which allows a continued climate of innovation, development and profitable operations.

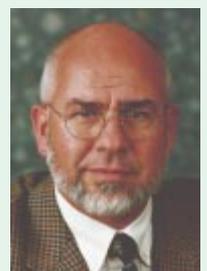
It is very clear that the normal incumbents’ operations business is not that bad at all. The results—apart from the debt interest component—are healthy and growing. Every individual and each business is using telecommunications services for more purposes and in more intensive ways. There is nothing wrong with the industry. Competition has resulted in a reduction and stabilisation of tariffs and we are coming close to a normalised situation where all the players in the telecommunications market are finding an appropriate position.

The other component, which almost simultaneously influenced the stagnation, was the bursting of the Internet balloon. The Internet industry and its investors became aware of the fact that revenues alone are not sufficient to run a successful company. The lesson learnt is that it takes positive results—that is, profits—to have a sustainable business. One of the consequences is that the so-called ‘free services’ will disappear. One must pay a reasonable price for the services used. Fortunately that awareness is spreading in the industry, so one might expect a recovery of the Internet sector any time soon.

In summary: The auctions for UMTS licenses have brought the telecommunications sector to a grinding halt, although this industry is rather healthy in itself. The European Community together with the national governments should take measures to release the deadlock and enable the industry to meet with the growing and widening market demands by developing and improving services so that the spiral turns in a positive way again. This way the Internet/IP industry will regain its momentum. Although it is not clear what the effects of the 11 September events will have on the industry, and provided that governments find a solution for the financial problems, a recovery by mid-2002 seems rather reasonable.

Jos Gerrese

(Ganesha Consult, The Netherlands)



41st European Telecommunications Congress Genoa, 11–14 September 2002

Call For Papers

‘Evolving Networks: Service Opportunities and Market Realities’

Contributors are invited to address the theme ‘Evolving Networks: Service Opportunities and Market Realities’ by referring to the following topics:

A) From Circuit-Switched to IP-Based Networks: Risks and Opportunities.

- Voice-over-IP technology evolution;
- Voice-over-IP new services;
- Network architectures: conversions strategies, and evolution;
- Economic justification for the conversion;
- Comparison between new players and established operators;
- Quality of service and operational issues.

B) Broadband Solutions for the Last Mile to Residential Customers.

- State of the art of XDSL, cable modem, LMDS, and FTTH;
- Deployment status in different countries;
- Local loop unbundling: threat or opportunity?
- Will there be sufficient demand and applications for broadband services?
- Business models (architectures, cost structures, revenue streams, etc.) for the various access systems;
- Infrastructure versus service competition.

C) Is there Money to be Made in Mobile Communications in the Future?

- Technology and deployment state of the art of 2.5G and 3G mobile networks;
- Handset technology evolution;
- New services and applications;
- Regulatory issues (number portability, etc.);
- Need for IP version 6?

Submissions are invited as follows:

- Abstracts of 200 words.
- A brief biography of the author(s) to accompany the abstract.
- Include the name of your national association.
- Include your full contact details including e-mail, telephone number and address.
- Send the abstracts and the other relevant information to: Clotilde Canepa Fertini fertini@iicgenova.it, and please copy the e-mail to aaitsegr@tin.it. (Clotilde Canepa Fertini: Vice Segretario Generale, IIC - Istituto Internazionale delle Comunicazioni, via Pertinace, Villa Piaggio, 16125 Genova, Italy. Tel.: +39 010 2722383, Fax: +39 010 2722183)
- Deadline for receiving abstracts is Friday **22 February 2002**.
- The papers will be selected by the Committee meeting in Rome on the **8 March 2002** and will be judged on relevance, content and originality.
- The full text of the selected papers, in English, is required by **10 June 2002**.

The papers will be strictly time limited to 20 minutes with an additional 5 minutes for questions.
All contributors selected will receive a style guide.

For all Congress 2002 information, refer to the FITCE web site at www.fitce.org