

Access Conferences International continues its sell-out series of Colocation events with the Asia-Pacific

# Carrier Hotels & Managed Service Provision Summit 2001

Internet Hotels • Data Centres • Colocation Centres • Web Hosting • Internet Exchanges • Server Farms

3RD - 5TH OCTOBER 2001 THE ISLAND SHANGRI-LA HOTEL, HONG KONG



Featuring key contributions, advice and discussions from:

360networks  
Arup Mission Critical  
Band-X  
Ernst & Young  
EMC  
HKColo  
HKTUG  
iAsiaWorks  
Level 3  
Liebert  
OFTA  
MGE UPS  
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COLOCATION IN THE EUROPE

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**"The Asia-Pacific region is diverse and fragmented and companies need to have a good local knowledge to anticipate the market"**  
(BAND-X)

The Asia-Pacific is hotly tipped to be the new powerhouse of worldwide telecommunications growth. With a huge roll-out of intercontinental fiber underway, along with the promise of greater bandwidth, a myriad of opportunity awaits those looking to exploit the market.

With the growth of colocation and web hosting beginning to ebb in the US and Europe, eyes are now turning to the Asia-Pacific, where promised deregulation, increased connectivity and booming Internet usage are laying the foundations for phenomenal sector growth. To exploit this growth, your company must be able to navigate around the subtle nuances, not only between colocation opportunities in the Asia-Pacific, Europe and the US, but also between the many different countries throughout the Asia-Pacific region.

This event, the third in our series of Carrier Hotel & Colocation events, offers a detailed exploration of the current status of colocation and web hosting in the Asia-Pacific; pinpointing the hotspots, the key barriers to entry, and the road to future growth.

**Just some of the organizations that have attended our previous Carrier Hotels event included:**

360 Networks; AEG Eurolec B.V.; Alcatel Power (AEG SVS); American Power Conversion; Arup; BACK fpc.com; Banca Commerciale Italiana; Bank of Scotland; Belgacom; BT Ignite Content Hosting; CB Hillier Parker; CCC Network Systems; CIBC World; CityReach International; Cityscape Investment & Property Services SA; Colocation & Hosting Association; COLT Telecommunications; Commerzbank Securities; Credit Suisse First Boston; Danaher - Cyberex; Deutsche Banc Alex. Brown; Dialogic; Telecom Europe NV SA; Digica Ltd; Digital Island; Doughty Hanson & Co; DTZ Corporate Finance; EasyNet Group PLC; Edgix; Enron Broadband Services; Enron Europe Ltd; ESAT; e-Via; Flag Telecom; France Telecom; GE Capital Services Ltd; GlobalConnect; GTM; GTS; Hostworks Group Ltd; ICW Power; Interxion Ltd UK; Invensys Energy Systems (Lectro); IX Europe; JP Morgan Partners; Kerstin Edin Konsult; Klegal; Lattice Energy Services; LD Com; Lehman Brothers; Level 3 Communications; LINX; Marconi; MCI Worldcom International; MetroNexus; MGE UPS Systems Ltd; Morgan Stanley Real Estate France; Nortel Networks; Novoscape; NTL Group; Omnicom Communications; OTENet SA; Ovum Ltd; Qualiope UK Ltd; RGC; Siemens Business Services; Societe General; Switch & Data; Telefonica SA; Telenordia AB; Telfort BV; UBS Warburg; Unity International Group; Versatel Telecom Europe B.V.

**FORTHCOMING EVENTS:**

**Carrier Hotels,**

25th - 26th October, Amsterdam

To fully exploit the networking opportunities in both Asia and Europe, why not book onto our European Carrier Hotel event as well.

Companies booking places at both events at the same time can **save US\$500** on the joint price.

Please contact Hannah for further details on + (44) 20 7840 2700

3rd October 2001 Day One

3rd - 4th October 2001

Carrier Hotel & M

**BOOM OR BUST: COLOCATION AND MANAGED SERVICE PROVISION IN THE ASIA-PACIFIC RIM REGION**

- 08:45 Registration & Coffee
- 09:15 Chairman's Welcome  
**Lawrence Kwan**, Chief Technical Engineer  
**OFTA**
- 09:30 **The next two years: The Asia-Pacific market for Carrier Hotels & Managed Service Provision**  
*Spurred on by the rapid growth in the Internet and e-business services, the carrier hotel/colocation market has grabbed the attention of network operators, service providers, property companies and financial institutions. The success of the model in the European and US markets has now moved to the Asia-Pacific, but with some subtle and regionally specific differences. Michael McCool looks ahead to how this market might grow:*
  - Defining the market
  - A regional overview for Asia Pacific
  - Growth dynamics and the market opportunity
  - Will Asia-Pacific be a leader or a follower: market trends vs the US and Europe
  - Real estate play or service upsell: what are the real drivers?
  - Who are the customers . . . and where are they?
  - The supply and demand equation**Michael McCool**, Senior Consultant  
**PA CONSULTING**
- 10:10 **Where to invest in the Asia-Pacific region: Developed vs developing markets**  
*Fundamental Internet infrastructure availability varies greatly across the Asia-Pacific region. Some markets offer a range of next-generation capabilities, whilst others offer capabilities that are relatively basic. In this presentation, Dennis Muse will give an overview of the developed and developing markets in the region, and assess the advantages and disadvantages of investing in or building out sophisticated infrastructure and facilities in each, with particular emphasis on major markets.*
  - Infrastructure issues across the region, from uninterruptible power to carrier neutrality
  - Assessing the infrastructure needs of carriers, global service providers, multinational corporations and local companies
  - Detailing the essential Infrastructure design for critical systems, and its availability across the region
    - 2N design
    - Disaster preparedness
    - Load balancing
    - Content distribution
    - Connectivity issues
  - The policies, investment and development needed to ensure reliable, consistent and robust services**Dennis Muse**, President & COO  
**IASIAWORKS**
- 10:50 Morning Coffee
- 11:10 **Chasing the bandwidth: Predicting the rollout of fiber capacity throughout the Asia-Pacific Region and its impact on the carrier hotel market**  
*The Asia Pacific region is hungry for bandwidth, but demand has historically been constrained by the bottleneck on supply. This is changing with the activation of a number of competitive cables in the region. In anticipation of this, many carrier hotels have been built around the region and there is fierce competition in this market, which has led to some consolidation. Broad topics covered in the presentation are:*
  - Overview of bandwidth trends in Asia
  - Impact of these trends on the carrier hotel/IDC/colocation services market in Asia
  - Vertical vs horizontal business models
  - How 'on net' colocation provides a solution to last mile issues, benefiting customers and consumers in Asia**Vincent Lottefier**, Regional Director of Colocation Services  
**LEVEL 3**
- 11:50 **The New Airports for the Internet: The next 2 years in IP Infrastructure in the Asia-Pacific**  
*360Networks Asia will examine the colocation market in Asia and ways in which colocation and IP services will combine to support the growth of the Internet. The presentation, looks at the players and growth prospects for colocation in relation to Internet growth in the region, carrier owned vs. independent offerings, issues of colocating in Asia and the importance of connectivity as a differentiator to both the industry and customers.*
  - Detailing the growth of IP in the Asia-Pacific
  - How this growth will impact upon the colocation industry
  - Who will be the winners and losers: incumbents, carriers or neutral facility providers?
  - How will the major differentiators of service levels and connectivity shape the of colocation in the Asia-Pacific?**Peter Ip**, MD Product Management  
**360NETWORKS**
- 12:30 **Colocation centers as the interface between access and backbone**  
*As in other global markets, the bottleneck between the high bandwidth capacity of backbone networks and the access network threatens to stunt the growth of broadband applications in the Asia-Pacific. This presentation looks in detail at the relationship between the carrier hotel and the provision of bandwidth to the end-user, and how the development of carrier hotels in the region will help to facilitate the broadband revolution*
  - Detailing the major issues in data transmission facing CLECs:
    - Inter levels (tiers) of access
    - Identifying the major causes of access bottlenecks in

- the Asia-Pacific region: how c
  - The hierarchy of data needs:
    - Physical services
    - Security
    - Application services
  - The current status of Internet c Pacific
  - Regional case study: China's Inte
    - The emergence of tier 2 NAP
    - The growth of the IDC market
- IDC impact on the access net
- Regis Kwong**, CEO & President  
**TERREMARK ASIA**

- 13.10 Networking Lunch
- REAL ESTATE & FINANCIAL**
- 14:15 **Panel Session: Build vs Buy (lease)**  
*With metropolitan property prices world, along with severe spacial and new build projects in key regional decision to build or lease is a key s contribute directly to a facility prov This panel session draws from th Managed Service Providers, loc specialists to determine the key c when planning build-out strategies.*
  - Regional differentials: where to b
  - What are the benefits and pitfa or buy?
  - What are the hidden costs asso
  - Build vs. refurbish?
  - Is there a mid-way option?**Peter Samain**, Director, **ARUP MISSION CRITICAL FACILITIES**  
**Tony Leung**, CEO, **HKCOLO**  
**Emma Jones**, Director, **TECHLOC**  
**Dennis Muse**, VP & COO, **IASIAWORKS**
- 14:50 **Mission critical facilities: The core Estate and technology**  
*Investment in Internet Infrastructure revolution are creating a new demand will provide potential investors with activities, strategies, risks, and ass estate and technology markets. At estate valuation and investment, th the investment opportunities and ri*
  - Wired real estate - the converg technology
  - Mission critical facilities and ma carriers, broadband service pro operators and colocation tenan
  - Managed network services (wel service providers, content distr bundled bandwidth services
  - Infrastructure services (power f up cooling systems, fire suppre and access systems)
- INVESTMENT BANK**
- 15:30 Afternoon Tea
- 15:50 **Building selection technical due dili**  
*'Location, location, location' - the ma mantra. Each service provider ha set of criteria to ensure success i populated metropolitan areas with h of access to multiple fiber conn supplier and close proximity to presentation looks at the comp selection, with special reference building's physical suitability and loc Understanding the building infrastr*
  - Ensuring appropriate power pro important connectivity?
  - Engaging and discussion with lo planning and incentives
  - Cost plan outlines**Peter Samain**, Director  
**ARUP MISSION CRITICAL FACILITIES**
- 16:30 **Local permitting and approvals reg**  
*This presentation will provide an o and permitting scene in Asia Pacific on those locations that adopt bu systems. Emma will talk about the agencies that exist to help compan way through the permitting maze real projects; showing that talking right stage in the development difference between success and fa*
  - Identifying the major IDC hotspo
  - Which regions offer the best in investment vs. the best market
  - Navigating the approvals proces
  - Regions to be included: Austral Singapore**Emma Jones**, Director,  
**TECHLOCATE**
- 17:10 Summary & Close of Day One
- 17:15 **Cocktail Reception**  
*Mingle, conduct business, exchan ideas and network with colleagues prospective clients from the End-u seminar at our cocktail and wine-t*

**Register Online [www.access-co](http://www.access-co)**

4th October 2001 Day Two

08:00 Registration & Coffee  
08:45 Chairman's Welcome  
**Andrew Schroeffer**, Director,  
**TIER 1 RESEARCH**

**MANAGED SERVICE PROVISION: NEXT GENERATION COLOCATION**

09:00 **How far should Managed Service Providers go in offering value added services: Not biting the hand that feeds?**  
*With customers of collocated facilities demanding increasingly sophisticated service bundles, the Managed Service Provider risks open competition with their more traditional ASP and ISP customers. This presentation examines how Managed Service Provision will evolve in the Asia-Pacific region, and how providers should adapt their service portfolios to match the needs of a diverse customer based.*

- Convergence vs. non-convergence: Can IDCs and MSPs co-exist?
- Examining the natural synergy between MSPs and colocation providers
- Predicting the future of MSPs in Asia: to what extent will MSPs take on the mantle of ASP and ISP?
- Expanding the service portfolio without competing with potential customers
- How will MSP portfolio services evolve in the next 12 months?

**Gerald Tan**, VP & Founder,  
**WEBVISIONS**

09:40 **Case Study: Keeping one step ahead of the needs of the colocation customer**  
*The Asian-Pacific colocation market is characterized by high prices and high expectations for managed service provision. With differing service demands from different customers (ISPs, ASPs, broadband service providers and corporates), how does a facility provider match the price and level of services to a particular client. WorldCom will look at:*

- Predicted growth of e-business in the Asia-Pacific, and the knock-on effects
- How the demand of customers are changing as the market matures
- What new technologies/developments are driving customer needs
- What are the unique requirements of different types of customers, e.g ISPs, ASPs, corporates?
- The ease of accessing several networks simultaneously in the Asia-Pacific market
- The interoperability of services

**David Milton**, Regional Marketing Director  
**WORLD.COM**

10:20 Morning Coffee  
10:40 **Making ASP a reality: What do carrier hotels mean for the ASP market in Asia.**

*The ASP market in the Asia-Pacific, after a slow start, is also projected to mushroom. This presentation looks at how the growth in hosting centre and colocation availability will affect the ASP and AIP markets. Topics will include:*

- The future of ASPs/AIPs in the Asia-Pacific
  - Who will succeed?
  - The role of infrastructure solution providers
- Carrier Hotel and hybrids being used in Application Provision:
  - Carrier-based Telecom Hotels
  - Meet-me room concepts
  - Carrier-based vs carrier neutral facilities
- The state of ASP play in Asia-Pacific
  - Countries leading the wave
  - Application strategies
  - Verticals vs. Horizontals
  - Standardisation vs. Adaptation (localisation)
  - Are there any killer applications emerging in AP

**Emmanuel Sauquet**, Chief Technology Officer  
**NORTEL NETWORKS (ASIA)**

11:20 **The Business case for neutral colocation centers: neutral vs carrier specific IDCs in the Asia-Pacific**

*The carrier neutral colocation provider aims to offer a complete solution to its customer, with the opportunity to partner with the carrier whose service best fits their needs. This presentation will look at current neutral IDC developments in the region, and rate their success against competing carrier specific facilities.*

- The carrier neutral colocation provider - where are the differentials?
- Detailing the most recent developments in carrier neutral IDCs in Asia
- Asia regulations governing foreign investment in IDCs
- China's WTO commitment and its impact on the Chinese IDC market
- Assessing the impact of new IDC players in the Asia-Pacific: is there a demand for new entrants?

**Fred Morales**, VP Asia-Pacific  
**BAND-X**

**ATTACKING COSTS AND STREAMLINING THE BUSINESS MODEL**

12:00 **Increasing facility efficiency through investment in Storage Area Networks**

*Companies are struggling to do more with less while driving greater business value through IT investments. A Network Storage Infrastructure integrates Storage Area Networks (SAN), Network Attached Storage (NAS), or both, helping companies exploit the power of information, protect and manage it through an unbounded IT infrastructure. By adopting a network storage infrastructure, companies show as much as 9:1 improvement in personnel efficiency, experienced IT staff can more readily migrate from operations to product and services development activities. The presentation will cover:*

- Free and Infinite Storage and Bandwidth
- Global Information Infrastructure
- Many Styles of Storage Access
- Profound Saving through Network Storage Infrastructure

**James Hanley**, MD Greater China & Philippines,  
**EMC STORAGE NETWORKS**

12:40 Networking Lunch

**PANEL SESSION**

14:00 **DISCUSSION PANEL: Business opportunities and services in the Colocation market**

*This panel discussion provides an open forum to discuss the key issues in the managed service provision market in the Asia-Pacific region. Representative from players with experience from the US,*

*European and Asia-Pacific markets will discuss the following:*

- What opportunities exist for different players to move into the colocation and managed service provision space?
- What unique requirements differentiate ASPs, ISPs and corporate customers? How can this demand be met?
- How can facility providers sell their message, and services, to the corporate market?
- How do you differentiate between price and QoS? What is the customer in the Asia-Pacific looking for? How does this differ from customers in Europe and the US?
- Which are the key regional markets?

**Gerald Tan**, VP & Founder, **WEBVISIONS**  
**Michael McCool**, Senior Consultant, **PA CONSULTING**  
**Dennis Muse**, VP & COO, **IASIAWORKS**  
**Tony Leung**, CEO, **HKCOLO**  
**Fred Morales**, VP Asia-Pacific, **BAND-X**  
**Serguei Belousov**, CEO, **ASP/HSP STREET.COM**

**INFRASTRUCTURE & BASIC SERVICES**

14:40 **Planning against erratic power supplies: Ensuring adequate power supply and back-up**

*As the need for greater system availability intensifies across virtually every industry - from global banking to just-in-time manufacturing - network, IT, and other information systems managers are asked to guarantee an unprecedented level of computer uptime. This paper concerns the recently developed power protection system, distributed redundancy. Distributed redundancy dramatically improves power availability, approaching the virtual 100% level. The unprecedented level of power protection is assured regardless of platform, application criticality, or downtime sensitivity. What follows is an examination of factors that led to the need for this level of protection as well as a detailed discussion of the components that comprise adequate power supply and backup*

- The Source and Scope of Power Problems
- Information Needs Intensity: What Factors Affect Critical Data Integrity
- Determining Fault Tolerance: How Much is Enough Protection
- Rating the Options: 'Traditional' to Distributed Redundancy
- The Ultimate Protection Solution for Carrier Hotels & IDC

**Leo Ho**, General Manager  
**LIEBERT CHINA LTD**

15:10 Afternoon tea and coffee

15:20 **Attacking operational costs: Energy and space savings for air conditioning applications in colocation buildings**

*One of the major operational costs borne by colocation and IDC facility providers is the cost of running and housing air-conditioning systems. The importance of energy and space savings are essential in the reduction of operating costs and so for the building profitability. With increased competition for customers, and the continual squeeze on prices, cost cutting opportunities will become increasingly crucial to a facility's success. This presentation will look at the latest technologies and strategies for reducing operational costs. These will include:*

- Forecasting and planning for facility equipment thermal load increases
- Managing different air conditioning solutions and different vendors according to the geographical region
- Combining the need for effective and energy efficient cooling solutions with the need to maximise the space available to paying customers

**Roberto Cacioli**, President  
**RC GROUP**

15:50 **Intelligent site design & preparation: Interlinking power availability with the impact of increasing heat load in colocation centres**

*Power consumption and environmental regulation are often treated as separate issues. This presentation argues that the two are intrinsically linked, and that an integrated planning approach to the initial, and future power and cooling requirements of a colocation facility can reap significant savings in the longer term. The presentation will cover:*

- Building from scratch: maximising the efficiency of UPS and cooling systems
- Retrofits and refurbishments: The benefit of treating power and cooling as one issue
- Planning for capacity growth: Projecting future power and cooling system requirements

**Kurt Plotner**, Sales Director  
**MGE UPS**  
**Serge Bernard**, Marketing Director  
**STULZ**

**INSURANCE, SERVICE LEVEL AGREEMENTS AND LEGALITIES**

16:10 **Planning for disaster: Limiting liability through effective contract provisions and insurance cover**

*This session will focus on the need for a well drafted customer contract to minimise legal liability and will highlight the types of "hidden risks" that require contractual and insurance cover*

- Identifying the economic risks facing carrier hotels in the event of a systems failure.
- Giving a legal overview of the effectiveness of limitation of liability clauses in European contracts
- Discussing contractual and insurance provisions to protect your business from a loss of profits claim
- Creating a comprehensive insurance policy: what your policy needs to include

**Libby Barret**, Associate,  
**STEPTOE & JOHNSON & RAKISONS**

16:30 **Panel Session: Legal questions and answers from the floor**  
*If you have a question relating to any legal aspect of sourcing, building and running a carrier hotel or managed service center, this is the time to ask it. Topic will include:*

- Service Level agreements for carrier hotels and managed service providers
- Quality and standard implications
- Regulation
- Legal risks for the future

*Panelists will include:*  
**Michael Reede**, Telecoms Law Specialist,  
**PAUL WEISS, RIFKIND, WHARTON & GARRISON**  
**Libby Barret**, Associate,  
**STEPTOE & JOHNSON & RAKISONS**

17:00 Summary and Close of Day Two

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Morning Workshop - 09:30 - 12:30

## Colocation & Managed Service Provision: Asia-Pacific Regional Breakdown

5th October, Island Shangri-La Hotel, Hong Kong

Led by Emma Jones, Director, Techlocate

The Asia-Pacific region is highly fragmented, both in terms of economic and business culture. Whether it is the diversity of regulatory environments found from economy to economy, the ease of foreign investment, the scarcity of available space, or the robustness of the available Internet and power infrastructure, success pivots on local knowledge. For any company wishing to exploit the burgeoning colocation and web hosting markets in the region, a thorough understanding of these differences is essential.

*This workshop seeks to give you this knowledge. Delegates will learn:*

- Which markets will offer the greatest ROI in the shortest period of time
- Ease of investment region by region
- Location acquisition; build or convert, region by region
- Regulative and legalistic pitfalls region by region
- Market competitiveness region by region
- Where to get subsidies and trade incentives

Delegates will also have the opportunity to pose question to inward investment representatives of the regions covered

*The following regions will be covered:*

**AUSTRALIA • CHINA • HONG KONG • JAPAN • MALAYSIA • SINGAPORE • INDIA**

### ABOUT TECHLOCATE

Techlocate is Europe's leading inward investment website for high-technology companies. Backed by leading global brands, it has established an important position as a link between companies looking to move into and around Europe, and the locations eager to attract them. Techlocate assists around 50 companies per month with their European relocation projects. The majority of these companies are from sectors that are driving the new economy such as biotechnology, software, colocation and internet services.

In recognition of the increasing demand for information on Asian locations the company will soon be adding a new section on the website - techlocate asia - [<http://www.techlocate.com>] this will help promote non-European locations to incoming technology companies, existing investors and key intermediaries.

### ABOUT YOUR WORKSHOP LEADER

Emma is director and co-founder of Techlocate with primary responsibility for business development, alliances and assisting companies move into Europe, principally from the biotechnology and colocation sectors.

Before setting up Techlocate Emma was a founder member of the UK Inward Investment Team at Andersen. Whilst there she was responsible for a portfolio of clients ranging from multinationals to public sector location agencies such as InvestUK and English Partnerships. Emma is a fluent Japanese speaker and a Director of the Asia Pacific Technology Network.

### WHO WILL YOU MEET AND DO BUSINESS WITH?

*Presidents, Chairman, VPs, CFOs, CIOs and Directors in:*

**Corporate Strategy, Business Development, Product Marketing, Finance**

*From:*

**Corporate Users, ISPs, ASPs, WASPs, Web Hosting Companies, Carrier Hotels, Carriers, Telcos, Infrastructure Providers, Power Suppliers, Investors, Venture Capitalists, Bankers & Real Estate**

### CAN'T ATTEND?

*Don't miss out on this crucial information.*

You can purchase the conference documentation and a CD-Rom at just US\$550 per copy. Simply tick the box on the booking form and the material will be sent to you immediately following the conference.

### ABOUT TelecomFinance

TelecomFinance is the leading independent publication dedicated to the funding activity of the telecom sector. Long-established title covers the key convergence themes of voice and data, and fixed and mobile communications, as well as new technology such as Internet Protocol. It tracks the financing activity of established telcos, new broadband and CLEC operators, cable TV, as well as "wet" and "dry" cable system companies. For a free sample copy contact Jo Nhan Tel: +44 (0) 20 7553 3915 or email [jo.nhan@telecomfinance.com](mailto:jo.nhan@telecomfinance.com).

### SALES & MARKETING OPPORTUNITIES

This conference will provide direct access to a pre-qualified audience that is almost impossible to reach through traditional marketing channels. Unlike larger exhibitions, our events are content focused, ensuring the highest level of attendees. Sponsors and exhibitors are also guaranteed repeat exposure because we limit the number of opportunities available. To find out more about the broad range of promotional packages available, contact Emma Stockwell on + (44) 20 7840 2700 or email [emma@access-conf.com](mailto:emma@access-conf.com)

### CONFIRMED EXHIBITORS



# Colocation and Data Center End-Use Seminar

3rd October, Island Shangri-La Hotel, Hong Kong

Endorsed by **Hong Kong  
Telecommunications  
Users Group**

Sponsored by   
terremark

Colocation offers companies the chance to dramatically reduce the operational costs associated with telecoms and Internet related infrastructure. Colocation facility providers offer rentable space for the housing of essential hi-tech equipment, thereby removing the headache associated with providing 24X7 security, environmental stability and monitoring of equipment housed on a company's own premises. Moreover, colocation in Hong Kong is evolving to offer customers a whole host of additional services designed to enhance a companies communications network at the fraction of the cost of in-house build.

This session is designed for *IT Directors, CFOs, CIOs and Telecoms Managers within Blue Chip Corporations, Banking, Financial Service Companies, ISPs and ASPs* who are considering the cost-saving potential of third party colocation and web hosting services for the first time. As well as gaining the opportunity to network with your peers, and colocation professionals, you will hear answers to the following:

- What is collocation, and who is using collocation facilities in Hong Kong?
- What are the benefits to you business of using third party colocation or data center facilities?
- What types of facilities are available, and how do you choose which is best for your company?
- What are the pitfalls you should look out for?

This **FREE** seminar will offer you the opportunity to weigh up whether or not colocation is the right choice for your company, and how it can affect your bottom line.

At the end of the session, all guests are invited to attend a complimentary cocktail and wine tasting reception, with the opportunity to mix with some of the major colocation and data center providers in the Asia-Pacific region.

## AGENDA

- 15:00 Registration over tea and coffee
- 15:30 Welcome from the chair  
**Mr Simon Chan**, Chairman,  
**HONG KONG TELECOMS USERS GROUP**
- 15:45 **What to look for when choosing a colocation facility**  
**Andy Thorp**, Senior Consultant Colocation Services  
**ERNST & YOUNG**
- 16.30 **End-user case study: How colocation can hit your bottom line**  
**TERREMARK ASIA CUSTOMER**
- 17:00 Questions and answer panel
- 17:15 *Cocktail party, wine tasting and prize draw*

## APPLICATION FORM:

If you would like to attend this free seminar, please fill in the application form below, and fax it back to Access [www.access-conf.com](http://www.access-conf.com)

Yes, I would like to apply to attend the FREE 'The Colocation and Data Center End-User Seminar' on the 3rd October 2001 at the Island Shangri-La Hotel, Hong Kong

Salutation .....	Company name .....
Surname .....	1st Name .....
Address .....	
Job Title .....	Nature of Business .....
Email .....	Fax .....

## ABOUT THE HKTUG:

The Hong Kong Telecoms Users Group is a non-for-profit association of users of telecommunications services & equipment. The HKTUG's goal is to provide a means whereby users of telecoms facilities and services can exchange information, experiences and concepts, and to encourage development in the field of telecommunications.

The HKTUG also compile a series of Asia-Pacific Country Telecoms Profiles, available to non-members. Details can be found at [www.hkbu.edu.hk/~hktug/](http://www.hkbu.edu.hk/~hktug/)

# Booking Form and Administrative Details

Dates: 3-5 October 2001

Venue: The Island Shangri-la Hotel, Pacific Place,  
Supreme Court Road, Central, Hong Kong  
Tel: + (852) 2877 3838 Fax: + (852) 2521 8742  
Nearest tube stations: Oxford Circus or Tottenham Court Road

Fees: Two Day Conference only US\$1,650  
Two Day Conference plus Morning Workshop US\$2,230  
Morning Workshop only US\$680

Team Discounts: In acknowledgement of the business benefits of attending conferences in groups, Access are pleased to offer a discount of 10% for the third place and further places of people registering from the same organisation at the same time. Please note that this discount can be used in conjunction with other discounts.

Payment: Payment can be made by cheque, bank transfer or credit card. When paying by credit card, the billing address must be provided. If you do not receive joining instructions before the event, please contact us to confirm that a place has been reserved. Access cannot be held liable for non-arrival of registrations information. All invoices and registrations processed must be honoured in full, unless cancellation has been received under the terms stated in the cancellation section. Payment includes lunches, refreshments, conference workbook and all meeting materials.

Cancellations: Cancellations must be received in writing up to ten working days before the date of the conference and will be subject to an administration fee of £85.00. It is regretted that cancellations received after this time cannot be accepted and will be liable for the full fee. Substitutions may be made at any time.

Accommodation: Overnight accommodation is not included in the registration fee. However, preferential rates have been arranged at The Island Shangri-la Hotel. Please contact the hotel direct on + (852) 2877 3838 and quote reference 'GA one' when booking. It is advisable to book six weeks prior to the event. After that time rate and availability cannot be guaranteed.



Please contact Access prior to the conference if you have any additional requirements e.g., wheelchair access, large print, special dietary requirements, etc.

Enquiries: By telephone to Hannah on +44 (0)20 7840 2700 or by email to hannah@access-conf.com

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## 4 Easy ways to register



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It may be necessary for reasons beyond the control of the organisers to alter the content and timing of the programme or identity of the speakers. You will be contacted about any major changes and please do refer to our website for additions or amendments to the programme.

## Booking Form - T1102 Carrier Hotels

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### GUARANTEE

We guarantee that if you attend an Access Conference you and your Company will benefit from whom you meet and what you learn. If for any reason you are not satisfied with the event we will refund the registration fee.

### "A desk is a dangerous place from which to watch the world"

Quotes from Our Delegates

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