

# Telecom Telego Asia/Pacific

April – June 2009



Earlier this year, China entered a new era with the award of 3G licenses to China Mobile, China Telecom and China Unicom to implement their respective TD-SCDMA, CDMA2000 and WCDMA mobile platforms. These three operators will have 3G services covering all of China by 2011. A phased approach will see 3G services being implemented progressively later this year as different phases of network construction and upgrading are completed. The technology provides telcos with opportunities to create new income streams through partnerships with content providers.

Vietnam, the Philippines and Indonesia have become star performers, all of them registering double-digit growth in the last quarter of 2008, albeit from a low base.

In the wider market, competition in most countries is pushing service providers to diversify and improve their products, often in an environment of intense price competition. This is driving a focus on hiring to address product innovation, marketing/alliance and project implementation. This trend is also mentioned in a recent study by Bain & Company: Telecom executives in Asia are the least concerned about the recession and most focused on innovation.

## Telecom Telego (highlights April – June 2009)

### Alcatel-Lucent

- John Turner was appointed head of Alcatel-Lucent's National Broadband Network initiative in Australia.

### AT&T

- Bernard Yee has been promoted to Head of Sales, Asia Pacific of AT&T. Mr Yee was most recently Regional Managing Director, Asia Pacific of AT&T.

### Bridgewater Systems

- Crescendo Managing Director Gregory Monahan has been appointed to the Board of Directors. Mr. Monahan will also join each of Bridgewater's standing and ad hoc committees.

### Cisco

- Lee Chiang Toh has been appointed as Chief Executive Officer of Cisco Vietnam. Mr Lee was previously Sales Manager of Cisco Vietnam.
- Glenn Welby has been appointed General Manager, Australia and New Zealand, of Cisco IronPort. Mr Welby was formerly Cisco Systems Account Manager for several Canberra-based and national accounts.

### Clarity

- Clarity has appointed Vikram Kumar in a new executive role to manage the company's expanding global strategic alliances.

### Diamondtelecom

- Hiroshi Matsuzawa has been appointed President of Diamondtelecom, Japan. Prior to joining Diamondtelecom, Mr Matsuzawa worked at Mitsubishi Electric Corporation, Japan.



## **Freshtel**

- Dr Allan Sullivan was appointed Chairman and Non-Executive Director of Freshtel, the Australian VoIP player.

## **Huawei**

- Brian Hoppe has been appointed Chief Financial Officer for Huawei's Australian operations. Mr Hoppe was formerly Chief Financial Officer for Nortel's Asia Pacific operations.

## **Juniper Networks**

- Mark Ablett has been appointed Director, Enterprise Sales of Juniper Networks Australia. Mr Ablett previously spent seven years with SpectraLink, a US-based wireless VoIP vendor, and established its Asian presence.

## **Jupiter Telecommunications**

- Mark Luiz has been appointed Managing Director of Jupiter Telecommunications, Japan. Mr Luiz was formerly Co-President of Jupiter TV Company, Japan.

## **Movius**

- Movius Interactive has hired Stacy Kilgore as Chief Financial Officer to handle finance, accounting and legal functions.

## **National Broadband Network**

- The Australian Federal Government appointed three high-ranking public servants as directors of its newly formed National Broadband Network company which will build and administer the A\$43bn National Broadband Network project: James Cameron has been appointed First Assistant Secretary, Regional Strategy Digital Economy and Research for the Department of Broadband Communications and the Digital Economy; David Martine has been appointed General Manager Financial Systems Division in the Department of Treasury and David Yarra appointed Chief Audit Executive within the Department of Finance and Deregulation. The secretary for the company is Norman Holcroft, who is the corporate secretary of the Australian Government Solicitor.

## **Nokia Siemens Networks**

- NSN has appointed former Latin American sales boss Krittika Mahattanakul to head up the company's operations in the Asia North Sub-region.

## **NTTPC Communications**

- Hiroo Inoue has been appointed President of NTTPC Communications, Japan. Prior to working at NTTPC Communications, Mr Inoue worked at Nippon Telegraph and Telephone Public Corporation (now NTT), Japan.

## **Samsung Communications**

- Brett McInnes has been appointed General Manager, Australia of Samsung Communications. Mr McInnes was formerly Director, Communication Products Group of Panasonic Australia.

## **SingTel**

- Alex Fenby has been appointed Director, Content of SingTel Digital Media. Mr Fenby was formerly Publisher of the Lonely Planet.
- Anne Claire Rean has been appointed Marketing Deputy Director of SingTel Digital Media.

## **Softbank Telecom**

- Ken Miyauchi has been appointed Senior Executive Vice President & COO, Representative Director of Softbank Telecom, Japan.

## **Streamezzo**

- Olivier Avaro has been appointed Chief Executive Officer at Streamezzo, replacing Pierre-Emmanuel Struyven.
- French entrepreneur and Angel investor Alain Tingaud has been appointed Streamezzo's Chairman.

## **Telcoinabox**

- Shannon Fisher has been appointed Chief Executive Officer of Telcoinabox. Mr Fisher remains as Managing Director of Australian-based Creative Telecom, a privately owned solutions provider part of the Telcoinabox network. Prior to this role, Mr Fisher worked in management, sales and solutions at Alcatel, Australia for 16 years.

## **Telstra**

- Nerida Caesar replaces David Thodey as Telstra's Group Managing Director, Enterprise and Government. Ms Caesar was previously Group Managing Director, Wholesale.
- Paul Geason has been appointed Group Managing Director, Telstra Wholesale. Mr Geason was previously Executive Director, Convergent Sales at Telstra Enterprise and Government. He replaces Nerida Caesar.
- Tom Lamming has left Telstra to return to the United States. Mr Lamming led Telstra's IT transformation program.
- Donald McGauchie has resigned as Chairman of Telstra. He has been replaced by Catherine Livingstone who has been a Director since November 2000.
- Kate McKenzie has been promoted to Group Managing Director, Strategic Marketing, replacing Bill Stewart who resigned from Telstra to return to the United States.
- David Thodey has been appointed Chief Executive at Telstra, replacing Sol Trujillo who has returned to the United States. Mr Thodey was Group Managing Director of Telstra's Enterprise and Government division.

## **Thaicom**

- Somprasong Boonyachai, Chairman of the Group Executive Committee of Thaicom's parent Shin Corporation, has also been appointed by the Board of Directors as the Executive Chairman responsible for satellite and international businesses.
- Shin Corp's Arak Cholatanon has been named as Thaicom's Chief Executive Officer, replacing Dumrong Kasemset.

## **Unicom**

- Ke-ke Yang has been appointed General Manager, Value Added Services of China Unicom. Mr Yang was formerly General Manager of Value Added Services at China Telecom. Mr Yang replaced Xiaoyu Tong, who is currently General Manager, Planning of China Telecom.

## **Vodafone-Hutchison**

- John Casey was named as marketing chief of the newly combined business, Vodafone-Hutchison. Mr Casey is currently Chief Marketing Officer at Vodafone.
- Nigel Dews was named as head of the new company which will be known as Vodafone Hutchison Australia (VHA).
- Noel Hamill, Director of Sales and Marketing at Hutchison will see his role narrowed to Head of Sales.

## **Willcom**

- Makoto Kawamura has been appointed Director, Willcom, Japan.
- Daisuke Takatsuki has been appointed Director, Willcom, Japan.

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