

*Managing threats and seizing new opportunities...  
keys to survival and success*

# PTC'07

## Beyond Telecom

**The 29th Pacific Telecommunications  
Conference & Exhibition**

14–17 January 2007

Hilton Hawaiian Village® Beach Resort & Spa  
Honolulu, Hawaii USA

[www.ptc07.org](http://www.ptc07.org)

**Sponsor + Exhibit + Advertise + Attend PTC'07 =  
Access to Global Markets**

The **Mid-Pacific Marketplace** – PTC's new business exchange venue brings the world of ICT and its users together to trade, learn, and network. Don't miss this opportunity to launch your 2007 marketing effort at a proven international conference attracting thousands from around the world



Pacific Telecommunications Council

Open new  
markets at  
PTC'07. As the  
world moves  
Beyond Telecom  
survival and  
success depend  
on managing  
threats and  
seizing new  
opportunities.

# Beyond Telecom @ PTC'07

**Hilton Hawaiian Village® Beach Resort and Spa  
Honolulu, Hawaii  
14-17 January 2007**

## PTC'07: Beyond Telecom

Traditional telecom is under siege. Network scarcity is giving way to bandwidth abundance, while application and content services are growing more valuable than transport and access. Historical boundaries between networks, media, entertainment, software, and advertising have blurred. Value chains are in turmoil. Competition comes from all quarters. Predictable earnings are jeopardized by the uncertainty of on-demand services. It's **The End of the World as We Know It**. And it's about time.

Digital lifestyles combine a multitude of technologies flowing seamlessly between work, home and leisure venues. Consumers have never had it so good. And service providers have never been more deeply challenged.

PTC'07 will explore the technology, business and policy issues created by the accelerated and continued convergence of communication and entertainment services on IP. Additionally, PTC'07 will continue PTC's commitment to illuminate the positive role IP and low-cost access technologies can play in humanitarian relief, disaster management, distance learning, health care, social advancement and poverty reduction.

Establish and deepen real business connections. Learn from and with a diverse community of smart and enthusiastic participants from nearly 60 countries around the world. Tap into thousands of senior executives who converge on Honolulu during PTC's annual conference.

Use our new one-on-one meeting reservation system to help you reach the thousands of industry experts, investors and service providers who will converge on Honolulu next January. Experience the **Mid-Pacific Marketplace** where we will link our exhibits, conference areas, company private meeting rooms and Planet PTC® to expedite information-sharing and business exchange.

PTC'07 brings together the best minds, creating the most productive business buzz and provocative dialogue for social change in the global ICT community. **Beyond telecom**, indeed.

## What is the Pacific Telecommunications Council (PTC)?

The Pacific Telecommunications Council is the leading professional organization promoting the advancement and commercial use of Information and Communication Technologies (ICTs), services, policies, and knowledge, to benefit its members and the people of the Pacific Hemisphere.

PTC is a member-supported professional organization formed in 1980 with a mission to facilitate the adoption of telecommunications and advanced information technologies throughout the Asia Pacific region. With approximately 3,000 member representatives from over 60 countries worldwide, PTC enables the exchange of ideas and commerce that is critical to social and economic progress in the Asia-Pacific Region.

PTC advances education and commerce around ICTs primarily through its annual conference in Honolulu, Hawaii. Scholars, government officials, policymakers, users and commercial executives from Asia, the Americas and Europe have come together each January for the past 28 years to learn, share and network together. The PTC conference has truly become the one "must-attend" event in the Pacific hemisphere for the entire community.



Pacific Telecommunications Council

*Cordell Inc. has been attending the PTC for more than 15 years. (I believe this will be our 19th or 20th year). During this time, the PTC has been one of the best performing and most productive shows of the 17 we participate in annually. In the past few years, it can be directly credited with more than \$500,000 in sales for Cordell.*

*We have found it to be a great place to meet decision makers for most of the companies throughout the Pacific. This saves time and the expense of travel and allows Cordell an opportunity to bring its best people and new products to a central location to meet our customers.*

— William E. Mathews, III, President and CEO, Cordell, Inc.

*"I attended PTC'06 and found it to be a remarkably thought-provoking opportunity to learn from experts, to interact with many players in the Pacific Rim and generally, to assess the trends in modern telecom applications, especially in the Pacific Rim."*

— Vinton Cerf, Vice President and Chief Internet Evangelist, Google

# PTC'07

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## Beyond Telecom

### What is the Mid-Pacific Marketplace (MPM)?

For the first time ever, PTC is consolidating its trade show; Planet PTC® computer center; coffee lounge; session coffee breaks; conference luncheons; and new business meeting modules into one dynamic space. The expanded trade show floor will be a beehive of activity as exhibitors, conference delegates, and networkers interact for several days of intense deal-making (14–17 January 2007).

### New this year at the MPM:

- The "One-2-One Exchange" meeting tables (sponsor option)
- Branded "Conference Cubicle" meeting rooms (sponsor option)
- Themed "Marketplace" reception on Tuesday evening

If your business is ICT (information and communications technology) or if you depend on ICT to be competitive and successful in the global marketplace, PTC'07 and the new MPM should be an important part of your marketing plan and trend-tracking.

### What Are the Sponsorship Opportunities and Benefits?

**Addendum A** lists many, but not all, of the sponsorship opportunities, the costs, and the benefits available for PTC'07. New sponsorship packages are developed every year and we remain open to hearing your thoughts regarding a custom package that meets your needs.

**One-2-One Exchange Meeting Table and Conference Cubicle Meeting Room rentals** (Hours of Operation: 0830–1730 Sunday; 0800–1730 Monday and Tuesday; 0800– Noon Wednesday):

**One-2-One Exchange** meeting table with company sign and logo; approximately 8" x 16". Rate is \$350.

**Conference Cubicle** meeting room (10' x 10') with company signage on the exterior: Member rate, \$2,600. Non-member rate, \$3,500.

### Why Should You Be a Sponsor?

- PTC sponsors represent our industry leadership
- Sponsorship is an investment in premium marketing channels
- Sponsors provide critical financial support for PTC
- As a proven catalyst for bringing east and west industry leaders together, PTC gives you access to a global audience
- Sponsors benefit from the association with PTC and exposure before, during, and after the annual conference.

### What Are the Exhibition Opportunities?

Exhibiting at PTC'07 puts you, your products and services, and your brand in front of a unique Asia-Pacific buyer community. Asia meets the Western World in Honolulu at PTC. Open new markets and access an audience of influential international ICT strategists. Kick off the New Year by being a part of an exhibition that defines convergence. See exhibition details online at [www.ptc07.org](http://www.ptc07.org) and in **Addendum B**.

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## PTC'07 Learning, Exhibition, Advertising, Sponsorship, and Business Networking Opportunities: It's Not Business as Usual!

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*(All amounts in US dollars)*

*...I can certainly state that PTC is on our list of "must attend" conferences. We have found it to be one of the best venues for holding meetings with senior executives from international carriers around the world. With its location in Hawaii, the airfare is not cheap, but it is definitely one of the most cost-effective means for US and European companies to meet major Asian service providers. The informal setting also makes it a more pleasant venue for doing business than any other conference I regularly attend. A breakfast meeting in an oceanside outdoors cafe in Hawaii certainly beats a meeting over eggs benedict in a downtown business hotel.*

— Stephan Beckert, Research Director, TeleGeography Research

## What Are the Advertising Opportunities?

The PTC'07 conference program book, combined with the Mid-Pacific Marketplace directory, will be a high quality reference document that is used well beyond the conference itself. Multi-color and full-color ad placement in various sizes is available. Program distribution is expected to be a minimum of 1,500 copies. See advertising details online at [www.ptc07.org](http://www.ptc07.org) and in **Addendum C**.

## Marketplace Meeting and Hospitality Options

PTC'07 at the Hilton Hawaiian Village offers a wide selection of options to solve your meeting and hospitality requirements. The options include:

1. Hotel suites with option to convert bedroom(s) into meeting and office space
2. Hotel rooms converted to meeting and office space
3. Hotel banquet rooms for daytime meetings and commercial presentations
4. Hotel banquet rooms for evening receptions and hospitality functions
5. Mid-Pacific Marketplace (exhibit hall) Conference Cubicles
6. Mid-Pacific Marketplace One-2-One Meeting Tables

Items 1 & 2 must be reserved using the special PTC/Hilton Hawaiian Village online reservation system accessed through [www.ptc07.org](http://www.ptc07.org). Room conversion requirements will be coordinated directly by the hotel.

Organizations wishing to book hotel suites for hospitality, office, and meeting purposes are required to spend a minimum of US\$4,500 on a combination of any of the following: Corporate Partner membership; conference registrations; sponsorships; advertising; exhibit booths; Conference Cubicles; or One-2-One Meeting Tables. The minimum must be met for each booked suite.

Organizations wishing to book and convert a hotel sleeping room for hospitality, office, and meeting purposes are required to spend a minimum of US\$1,500 on a combination of any of the following: Corporate Partner membership; conference registrations; sponsorships; advertising; exhibit booths; Conference Cubicles; or One-2-One Meeting Tables. The minimum must be met for each booked and converted sleeping room.

PTC controls the use of hotel banquet rooms for meetings, presentations, and hospitality functions and charges a facilities fee. Fee structures vary according to whether the room is rented from daytime or evening use. For daytime use, PTC charges a rental fee based upon size of room and length of use. Rates will be quoted upon receipt of a specific booking request.

Banquet rooms used for evening hospitality events will only be released to organizations who register a minimum of 4 people for the conference (regular or networker). In addition a PTC facilities charge of \$5 per person (based on food & beverage headcount) will be invoiced to the hosting organization. This PTC facilities charge will be used to defray conference expenses and to fund PTC's future programs.

Mid-Pacific Marketplace (MPM) Conference Cubicles are 10'x10' private conference rooms on the exhibit floor. The rental fee is \$2,600 for members and \$3,500 for non-members and covers utilization from 14–17 January. Corporate signage meeting PTC specifications may be attached to the exterior of the cubicle.

MPM One-2-One Meeting Tables accommodate 2–4 people and can be rented for \$350. This fee covers use of the table from 14–17 January and includes a simple sign identifying the entity that is renting the table.

Organizing entities booking suites, room conversions, banquet rooms, cubicles, and meeting tables will be listed in appropriate online and printed directories unless the renting entity asks to be unlisted.

*(All amounts in US dollars)*

# PTC'07

## Beyond Telecom

### Three Ways to Register for PTC'07

**In addition to the benefits of corporate sponsorship, the exhibition, and advertising, attendance at PTC conferences is a way for you and your key staff to update your industry knowledge and to nurture important business relationships.**

*For complete detail registration fees and entitlements, see the registration form at [www.ptc07.org](http://www.ptc07.org) or Addendum D.*

### 1. Full Conference Registration

Many ICT professionals and users of ICT products and services attend PTC's conferences to hear the experts explain the impact of the latest technologies, applications, and regulatory decisions. The best way to access all conference educational sessions and all networking venues is to buy a full conference registration.

### 2. Full Networker Registration

Many ICT professionals attend PTC's conference, to hold business meetings with existing and potential new customers. Some veteran attendees schedule 40 meetings a year at PTC's annual conference, thereby avoiding 40 additional business trips. With the launch of the new MPM, your investment in PTC will be more valuable than ever if you attend primarily to hold private meetings and to prospect for new business. If business meetings are your focus, the Networker registration package may be appropriate for you.

### 3. Mid-Pacific Marketplace (MPM) Registration

Registration is required for entry to the MPM. Proof of trade affiliation required.

Entitlements include:

- Exhibits
- One-2-One Exchange Meeting Table access, if invited to a meeting by a registered delegate

- Conference Cubicle Meeting Room access, if invited to a meeting by a registered delegate

Note: MPM registration does not include any conference sessions or food and beverage events.

### Who Will Be at PTC'07?

- Experts from Internet Community (broadband, IP, satellite, network, wireless, telecom)
- Top Executives from Carriers, Suppliers, Broadcasters and User Organizations
- Providers and Users of Communications Services and Information Technology
- Investment Bankers and Venture Capital Firms
- Policy Makers and Government Officials
- Content Providers
- Technologists
- Lawyers
- Scientists and Engineers
- Academics
- International Consultants

### Expand Your Knowledge Base and Open New Markets!

Whether you are a conference registrant, networker, exhibitor, sponsor, advertiser, or all of these, PTC'07 will provide you with a multitude of opportunities to grow professionally, to expand your business, and to extend your relationships throughout the Asia-Pacific Region. Act now. This is no time for business as usual!

*"For more than a quarter century, the Pacific Telecommunications Council has provided the venue and infrastructure to bring together Service Providers, Manufacturers and Consultants in the Pacific Rim Basin. The Premier Conference and Exhibition held every January in Waikiki, Oahu, Hawaii, lays the foundation for networking and technical interchange for the many countries and their communications service providers in the region.*

*REDCOM Laboratories Inc. has participated as a speaker, committee member, and as an exhibitor almost from the beginning of the PTC. This annual Conference greatly contributed to the success of REDCOM in placing Telecommunication infrastructure equipment in many Island Nations in the South Pacific. This entire event, and its coinciding PITA meeting, is vital to keeping regional telecom companies abreast of communications technologies and their cost-effective application for the people of the Pacific."*

— Klaus Gueldenpfennig, President, REDCOM Laboratories Inc.

# PTC'07 Sponsor Program

The 29th Pacific Telecommunications Conference & Exhibition  
14–17 January 2007 · Hilton Hawaiian Village® Beach Resort & Spa  
Honolulu, Hawaii USA

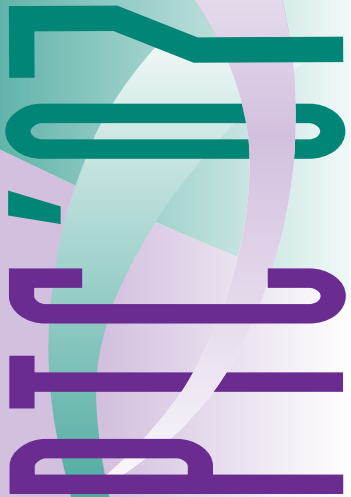
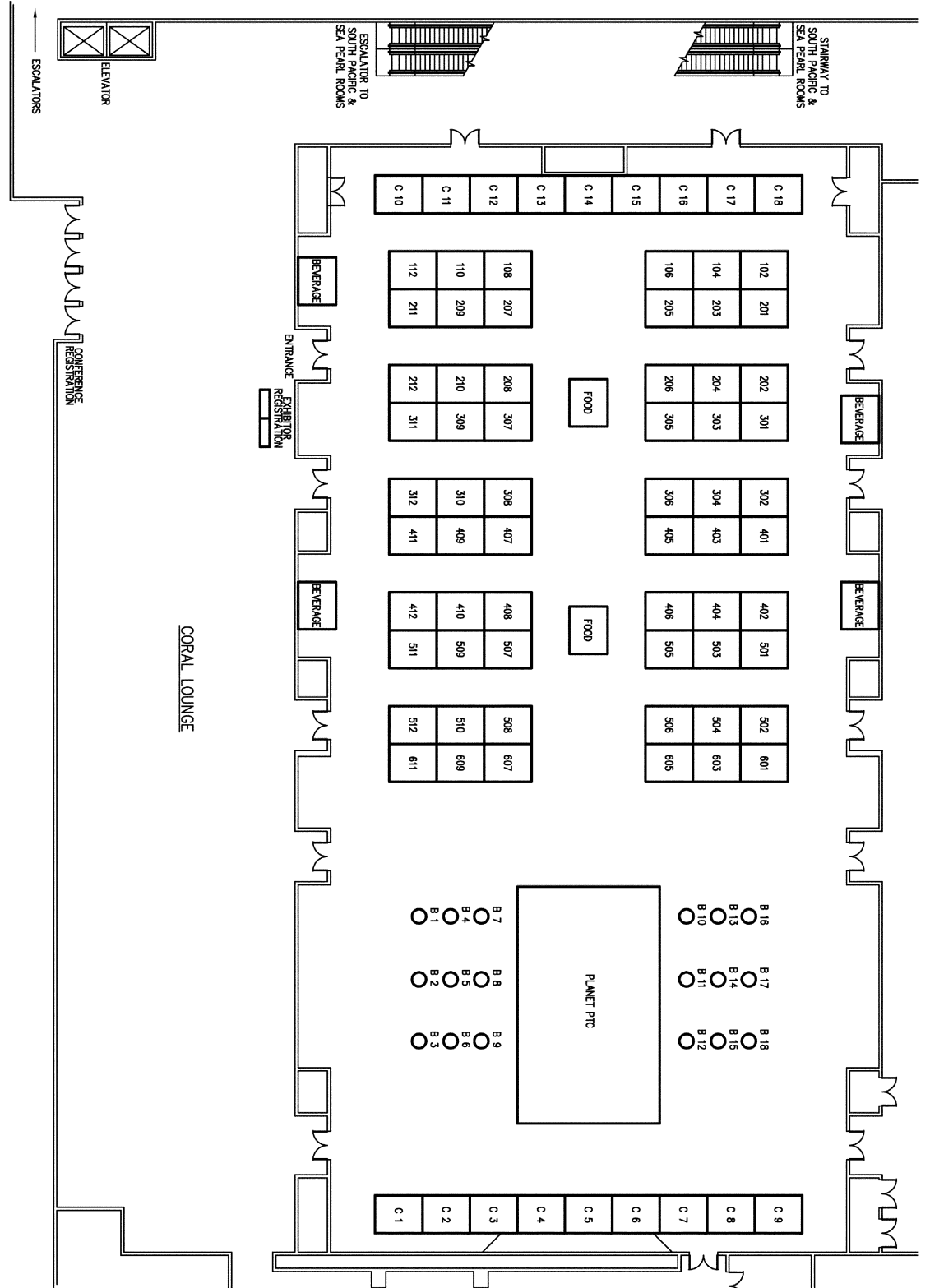
(All amounts in US dollars)

<b>PATRONS OPPORTUNITIES</b> ◆ = Included	<b>Conference Co-host</b>	<b>Membership</b>	<b>Signage Package</b>	<b>Program Highlight</b>	<b>Exhibit Booth</b>	<b>Program Advertisement</b>
<p><i>The "Diamond Plus Patron" designation can be owned by one organization for PTC'07, if you want to be the exclusive co-host of this prestigious annual conference. As the only co-host of the conference with PTC, you assume the role of the major facilitator of the conference. You have your choice of the host position for either the opening or closing reception.</i></p> <p><b>Diamond Plus Patron</b> (Diamond Opportunities plus \$100,000)</p> <ul style="list-style-type: none"> <li>● Opening Reception plus \$100,000 (Approximately \$250,000)</li> <li>● Closing Reception plus \$100,000 (Approximately \$230,000)</li> </ul>	◆	1-year Corporate Partner Membership	◆	◆	Two (2) booths	Two (2) Full-Page 4-color
<p><i>The "Diamond Patron" hosting opportunity allows you to host one of the major networking receptions at PTC'07. It is a high-profile hosting opportunity that puts your brand in front of the entire conference. It does not include the conference co-host designation. Note: An organization selecting the "Diamond Plus" category has first rights to one of these two receptions.</i></p> <p><b>Diamond Patron</b></p> <ul style="list-style-type: none"> <li>● Opening Reception (\$150,000)</li> <li>● Closing Reception (\$130,000)</li> </ul>		1-year Corporate Partner Membership	◆	◆	One (1) booth	One (1) Full-Page 4-color
<p><b>Platinum Plus Patron = Platinum Patron Opportunities plus 25 Conference Registrations, 50 Mid-Pacific Marketplace passes, and a one-year corporate partner membership, for an additional \$25,000.</b></p>						
<p><i>This option allows a sponsor to cover the cost of key PTC'07 events. Each of these is available as long as a "Platinum Plus Patron" sponsor hasn't opted to incorporate the event in their sponsorship.</i></p> <p><b>Platinum Patron</b></p> <ul style="list-style-type: none"> <li>● Coral Lounge (\$35,000)</li> <li>● Executive Leadership Dinner (\$30,000)</li> <li>● Monday Deli Lunch (\$30,000)</li> <li>● Tuesday Deli Lunch (\$30,000)</li> <li>● Conference Network – wired and wireless (\$30,000)</li> <li>● Media Sponsor (\$30,000)</li> </ul>		1-year Membership	◆	◆	One (1) booth	One (1) Full-Page 4-color
<p><i>Gold Patron sponsorships are excellent opportunities to put your brand and message in front of the entire conference community utilizing high profile advertising specialty items that will deliver your message throughout the conference and beyond.</i></p> <p><b>Gold Patron</b></p> <ul style="list-style-type: none"> <li>● Planet PTC (\$25,000)</li> <li>● T-shirts (\$20,000)</li> <li>● Lanyards (\$17,500)</li> <li>● Program Printing (\$15,000)</li> <li>● Writing Pads (\$10,000)</li> <li>● CD-Roms (\$10,000)</li> <li>● PC Kiosks (\$10,000)</li> </ul>			◆	◆		One-half (1/2) page 4-color
<p><i>Cost effective and yet critical sponsorship opportunities in the Silver Patron category offer you the opportunity to put your name and message in front of the entire conference delegate population.</i></p> <p><b>Silver Patron</b></p> <ul style="list-style-type: none"> <li>● Calendars (\$8,000)</li> <li>● Retractable Ethernet Cord (\$8,000)</li> <li>● Escalator Advertising (\$8,000)</li> <li>● Literature Bin Tables (\$7,500)</li> <li>● Press Room (\$8,000)</li> <li>● Speakers' Breakfast (3 days Total) – (\$7,500)</li> <li>● Developing Country Assistance Fund (\$7,500)</li> </ul>				◆		
<p><i>Bronze Patron Opportunities cover the cost of critical conveniences during the annual conference. In return for this cost coverage, you have an opportunity to put your name in front of the delegate community.</i></p> <p><b>Bronze Patron</b></p> <ul style="list-style-type: none"> <li>● Badge Insert (\$5,000)</li> <li>● Insulated Coffee Cups (\$5,000)</li> <li>● Coffee Breaks (\$3,500 each)                             <ul style="list-style-type: none"> <li>○ Sun a.m. – 14 January</li> <li>○ Sun p.m. – 14 January</li> <li>○ Mon a.m. – 15 January</li> <li>○ Mon p.m. – 15 January</li> <li>○ Tue a.m. – 16 January</li> <li>○ Tue p.m. – 16 January</li> <li>○ Wed a.m. – 17 January</li> </ul> </li> <li>● Telephone Cards (Cost plus \$2,000)</li> <li>● Developing Assistance Fund (\$3,500)</li> </ul>				◆		

Conference Registrations	Pre-Conf Marketing Collateral	Limousine Service	Corporate Presentation	Executive Leadership Dinner	VIP Reception	Delegate Bag Insert	Email Blast Promotion	Members' Bulletin	Banner Promotion	Website Link	Literature Bin	MPM Passes
100	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	70
12	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	60
6	◆		◆	◆	◆	◆	◆	◆	◆	◆	◆	40
5	◆		◆		◆				◆	◆	◆	30
1	◆				◆				◆	◆	◆	20
	◆								◆	◆	◆	10

# Mid-Pacific Marketplace Floor Plan

B = One-2-One Exchange Meeting Table  
 C = Conference Cubicle Meeting Room



# PTC Mid-Pacific Marketplace Exhibits

The 29th Pacific Telecommunications Conference & Exhibition  
14–17 January 2007 · Hilton Hawaiian Village® Beach Resort & Spa  
Honolulu, Hawaii USA

## New Exhibition and Networking Format

Showcase your latest technologies and reach qualified leads at PTC's revamped exhibition now called the "Mid-Pacific Marketplace" (MPM). For the first time ever, PTC is consolidating its trade show; Planet PTC Cyber café; coffee lounge; session coffee breaks; conference luncheons; marketplace reception; and new business meeting modules into one dynamic space. The trade show floor will be a beehive of activity as exhibitors, conference delegates, and networkers interact for two full days of exhibits and 3.5 days of intense deal-making.

## Exhibitor Benefit Highlights

- Access to the One-2-One Exchange meeting tables
- Access to the Conference Cubicle meeting rooms
- Access to Marketplace reception on Tuesday evening in the MPM
- All conference coffee breaks and luncheons are to be held in the MPM
- Inclusion of exhibitor's contact information in PTC'07 attendees list
- Access to PTC'07 attendee list
- Press coverage before and during PTC'07
- Access to all plenary sessions
- Company exposure online, in printed materials and in onsite promotions
- Access to Opening Reception

*... and a whole lot more*

## Exhibiting at PTC'07 — a well-positioned exhibition with visitors from nearly 60 countries

- Increase your company's exposure
- Showcase your new products and services
- Network with industry leaders
- Exchange ideas and information with potential customers
- Broaden your customer base
- Maintain your competitive edge

## Exhibit Booth Rates (15–16 January 2007)

PTC Member Rate:	\$2,600
Non-Member Rate	\$3,500

## Conference Cubicle Meeting Room Rates (14–17 January 2007)

PTC Member Rate:	\$2,600
Non-Member Rate:	\$3,500

## One-2-One Exchange Meeting Table Rates (14–17 January 2007)

PTC Member/Non-Member rate: \$350

For more information, visit [www.ptc07.org](http://www.ptc07.org) or contact Neil Bock at [neil@ptc.org](mailto:neil@ptc.org) or tel.: +1.508.870.9787 or fax: +1.508.870.9777.

*(All amounts in US dollars)*

# PTC'07 Conference Program Advertisement

Addendum C

The 29th Pacific Telecommunications Conference & Exhibition  
14–17 January 2007 · Hilton Hawaiian Village® Beach Resort & Spa  
Honolulu, Hawaii USA

PTC offers Advertising Packages and traditional advertisement opportunities — each designed to deliver maximum exposure at PTC'07 and beyond! Packages vary in options and price, allowing you to select the package that best suits your company's needs. With the purchase of a package, your company's advertisements will reach thousands of international ICT professionals through a strong showing at PTC'07, PTC emails and the PTC website. The PTC annual conference has long been the most important conference linking Asia to the Americas and the rest of the world. Packages are limited and the prices are great, hurry and make sure your company's presence is felt at PTC'07!

**Special:** Exhibitors at PTC'07 will qualify for a 10% discount off of all advertising options available at PTC'07. Take advantage of this great deal and boost your company's exposure through exhibiting and advertising!

## Advertising Opportunities

### Advertisement Packages (Details available at [www.ptc07.org](http://www.ptc07.org))

	PTC MEMBER RATE	PTC NON-MEMBER RATE
Package A (Exclusive Packages)	\$11,000	\$16,500
Package B (Limited Number Available)	\$8,000	\$12,000
Package C (Limited Number Available)	\$5,000	\$7,500

### Individual 4-color Advertisement Opportunities

1. Special Center Spread — One full page in the center of the PTC'07 Printed Conference Program Guide	\$2,400	\$3,600
2. Full Page Inside Back Cover on the PTC'07 Printed Conference Program Guide	\$2,400	\$3,600
3. Full Page Inside Front Cover on the PTC'07 Printed Conference Program Guide	\$2,400	\$3,600
4. One Tab Page in the PTC'07 Printed Conference Program Guide	\$2,100	\$3,300
5. One Full Page Ad or Two Half Page Ads in the PTC'07 Printed Conference Program Guide	\$1,800	\$2,700
6. One Single Half Page Ad in the PTC'07 Printed Conference Program Guide	\$1,200	\$1,800
7. One Quarter Page in the PTC'07 Printed Conference Program Guide	\$800	\$1,200
8. Conference Bag Inserts (Limit three per company)	\$5,000 (per insert)	\$7,500 (per insert)

As an additional bonus, those who purchase any of the above individual advertisement items or Packages B or C will be able to purchase a rotating website banner spot on the PTC'07 web page for only \$200 more dollars.

### Additional Advertisement Opportunities

1. Your company's logo, hyperlink to company's site and a description of your company on the PTC'07 website	\$400	\$400
2. Company information and logo on the PTC'07 Proceedings CD	\$300	\$300
3. Airport Banner Advertisement (Note: Contact Neil Bock for more information)		

For more information, visit [www.ptc07.org](http://www.ptc07.org) or contact Neil Bock at [neil@ptc.org](mailto:neil@ptc.org) or tel.: +1.508.870.9787 or fax: +1.508.870.9777.

*(All amounts in US dollars)*

# PTC'07 Conference and Networker Registration Form

14-17 January 2007

## Please provide your information as you would like it to appear in the PTC'07 Attendee List.

- Please provide my complete contact information (address, telephone, mobile, fax and email address) in the PTC'07 Attendee List. I wish to receive information from industry colleagues.
- I prefer to exclude my email address from my contact information in the PTC'07 Attendee List. I understand that email address information is strictly for PTC use only.
- I prefer not to include my complete contact information in the PTC'07 Attendee List.
- Mr.  Ms.  Dr. (Please print or type)

SURNAME/LAST NAME: \_\_\_\_\_ FIRST NAME: \_\_\_\_\_ MIDDLE INITIAL: \_\_\_\_\_

JOB TITLE/POSITION: \_\_\_\_\_

COMPANY/ORGANIZATION: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE/PROVINCE: \_\_\_\_\_ ZIP/POSTAL CODE: \_\_\_\_\_

COUNTRY: \_\_\_\_\_ E-MAIL: \_\_\_\_\_ WEB SITE: \_\_\_\_\_

TELEPHONE: (INCLUDE COUNTRY CODE) \_\_\_\_\_ FAX: (INCLUDE COUNTRY CODE) \_\_\_\_\_

MOBILE: (INCLUDE COUNTRY CODE) \_\_\_\_\_

Please indicate any special needs: \_\_\_\_\_

- I require an invitation letter to attend PTC'07.

Invitation letters will be sent via e-mail. Please allow for ample time to obtain a visa before your planned travel to PTC'07. Visa applications are now subject to a greater degree of scrutiny than in the past. The U.S. Department of State recommends that visa applications be submitted 4-5 months in advance as delays are expected.

## How did you learn about PTC'07?

- E-mail
- Friend or professional colleague
- Previously attended
- PTC Member
- PTC'07 Brochure
- PTC'07 Flyer at another event \_\_\_\_\_
- Web site \_\_\_\_\_
- Advertisement in \_\_\_\_\_
- News article in \_\_\_\_\_
- Other: \_\_\_\_\_

### PHOTO RELEASE CLAIM

NOTE: PTC reserves the right to use the photos taken at the PTC'07 event by photographers under its hire for promotional purposes in the future. By submitting this conference registration form, you are acknowledging that you have read and understood this photo release claim.

## Data That Helps You Network

To indicate the sectors most closely associated with your activities, please place a '1' in the category box which best describes your **primary business or industry sector**. Please **check two** other categories which are of **interest** to you. This valuable information will be made available to other registrants who may be interested in contacting you, or in doing business with someone in your field while you are at PTC'07.

### Category:

- Telecom Carrier**
  - Local Exchange Carrier (LEC/LEC/IOC)
  - Competitive Access Provider (CLEC)
  - Wireless (Cellular/PCS)
  - Wireless (Wi-Fi, WiMAX)
  - Internet Telephony Provider (VoIP)
  - Interexchange Carrier (IXC)
  - Cable Telecommunication Provider/Operator
  - Internet Service Provider
  - Satellite Service Operator
  - Satellite Carrier
  - Backbone Network/Fiber Network:  Terrestrial;  Submarine Cable; or  Both
  - Data LEC (DLEC)
  - Integrated Communications Provider
  - Public Utility/Power Grid Operator
  - Virtual Private Network Provider (VPN)
  - Broadcaster
  - Network Service Provider
- Telecom Manufacturer / Distributor**
  - Equipment Manufacturer
  - Dealer/Distributor/Agent
  - VAR
  - Carrier Service Reseller
  - Outside Plant
- Software and Content**
  - Software Developer
  - Content Provider
  - Content Creation
- Content Production
- Content Distribution
- Content Security
- Digital Rights Management
- Encryption
- Financial**
  - Investment Analyst
  - Broker
  - Financial Services
  - Investment Banking
  - Venture Capital
- Telecom Services**
  - Legal Services
  - Consulting Services
  - Contractor
  - Engineering
  - Systems Integrator
  - ASP/AIP/Web Hosting/Videoconferencing
  - Billing
  - Customer Care
- Enterprise**
  - Applications
  - Software Developer
  - Network Administrator
- Government / Military / Regulatory / Education**
  - Government (municipal, state, federal)
  - Government/Regulator
  - Education
  - Military
- Association**
  - Trade
  - Professional
  - Other (Please specify): \_\_\_\_\_

## Pre-Registration List

To be included in the Pre-Registration List, PTC must receive your completed registration form and payment by Friday, 5 January 2007.

## Alternate Ways to Register

### By Mail:

Pacific Telecommunications Council  
2454 S. Beretania Street, Ste. 302  
Honolulu, HI 96826-1596

### By Fax:

+1.808.944.4874

## Conference Registration Fees (All amounts are in US dollars)

REGISTRATION THROUGH:	31 AUG 2006	31 OCT 2006	15 DEC 2006	16 DEC 2006 – ONSITE
PTC Member Company (For Profit/Non-Profit)	\$605	\$715	\$825	\$880
PTC Individual Member*	\$495	\$605	\$715	\$770
PTC Program Participant**	\$495	\$605	\$715	\$770
Non-Member	\$990	\$1,100	\$1,265	\$1,430
Faculty***	\$440	\$550	\$660	\$770
Student****	\$110	\$165	\$195	\$220
Exhibitor (PTC Member)	\$545	\$645	\$740	\$790
Exhibitor (Non-member)	\$890	\$990	\$1140	\$1290

\*PTC Individual Member: Those who are members in the individual category.

\*\*Program Participants: Panelists, authors, chairpersons, speakers, presenters.

\*\*\*Faculty: Full-time at a recognized academic institution. Include brief letter on official letterhead.

\*\*\*\*Student: Full-time undergraduate/graduate students. Current school registration required. (Note: The fee for student registration does not include lunches. Lunch is an additional US\$15/day, on the days lunch is served, unless sponsored.)

### Benefits

- Conference / Networker / Exhibitors Registrants directory listing (opt-in; print & electronic)
- Conference Materials (Delegate Bag, T-shirt, Program, Lanyard, etc.)
- All pre-conference workshops
- All plenary sessions
- All super sessions
- All concurrent sessions
- Access to online proceedings
- All receptions (2)
- All luncheons (2)
- All coffee breaks (7)
- Full access to the MPM
  - Exhibits
  - Planet PTC®
  - One-2-One Exchange
  - Conference Cubicles

**Student Registration** includes all of the above except lunches, unless sponsored. Each lunch ticket can be purchased for US\$15.

**One-day Registration** includes Sessions, Online Proceedings, Breaks, Exhibits, and Food and Beverage for that day only. This excludes the individual from any events outside of that day.

## Networker Registration Fees (All amounts are in US dollars)

<b>Package A – Member</b> Applies to companies with a hospitality suite	\$1,200 fee for the first networker registration from a PTC member company	\$300 fee for any additional staff member from the same company
<b>Package A – Non-Member</b> Applies to companies with a hospitality suite	\$1,400 fee for the first networker registration from a PTC non-member company	\$300 fee for any additional staff member from the same company
<b>Package B – Member</b> Applies to companies without a hospitality suite	\$600 fee for the first networker registration from a PTC member company	\$300 fee for any additional staff member from the same company
<b>Package B – Non-Member</b> Applies to companies without a hospitality suite	\$900 fee for the first networker registration from a PTC non-member company	\$300 fee for any additional staff member from the same company

- Conference / Networker / Exhibitors Registrants directory listing (opt-in; print & electronic)
- Conference Materials (Delegate Bag, T-shirt, Program, Lanyard, etc.)
- All plenary sessions
- All receptions (2)
- All luncheons (2)
- All coffee breaks (7)
- Signage for your hospitality suite (optional)
- Option to sponsor a private Conference Cubicle
- Option to sponsor a One-2-One Exchange table
- Full access to the MPM
  - Exhibits
  - Planet PTC®
  - One-2-One Exchange
  - Conference Cubicles

## PTC'07 Conference and Networker Registration Policy

- Registration will not be processed without payment.
- Fee rates will be determined by the date payment is received.
- A valid form of photo identification must be presented to claim registration badge and materials.
- Materials may not be picked up for another registrant, unless a copy of a valid form of photo identification of the registrant is provided.
- PTC does not accept hotel deposits or reservations.

## PTC'07 Exhibitor Personnel Conference Registration Policy

## Addendum D

To qualify for the discounted conference registration, you must be listed as Exhibitor Personnel on the PTC'07 Exhibitor Badge Form. Discounts will not apply until the Exhibit Registration is confirmed with the completed Exhibitor Contract, booth payment and booth assignment.

### One-day Only Registration

(The registration fee is \$400. Please indicate day of attendance)

- Sunday, 14 January       Monday, 15 January  
 Tuesday, 16 January       Wednesday, 17 January

**Registration** \$\_\_\_\_\_

Enter the corresponding amount from the Registration Fee table

**Discounted Registration for Special Groups** \$\_\_\_\_\_

Code #: \_\_\_\_\_

**Lunch Ticket** — student registrations only \$\_\_\_\_\_

(US\$15 x \_\_\_\_\_ specify quantity)

Indicate day:  Monday  Tuesday

**Additional Opening Reception Ticket(s)** \$\_\_\_\_\_

For guest(s) of registrant; guest(s) must be 21 years or older.

(US\$60 x \_\_\_\_\_ specify quantity)

**PTC'07 Aloha Shirt(s)** \$\_\_\_\_\_

Orders will not be taken after Tuesday, 21 November 2006.

(US\$50 x \_\_\_\_\_ specify quantity)

Available Sizes: \_\_\_\_\_S \_\_\_\_\_M \_\_\_\_\_L \_\_\_\_\_XL \_\_\_\_\_XXL

**Membership Renewal** \$\_\_\_\_\_

Members may elect to pay their 2007/2008 annual dues.

5% deduction for early payment.

**TOTAL: \$\_\_\_\_\_**

**Payment Information:** (Registration will not be processed without payment)

- VISA/MC     Diners Club     AMEX     Carte Blanche  
 Check enclosed     Bank Wire Transfer     Purchase Order  
 Fee Waiver     Sponsor

ACCOUNT NUMBER: \_\_\_\_\_

\*CREDIT CARD'S SECURITY CODE      EXPIRATION DATE (MM/YY)

CARDHOLDER NAME: \_\_\_\_\_

CARDHOLDER SIGNATURE: \_\_\_\_\_

\*BILLING ADDRESS      CITY

STATE/PROVINCE      ZIP/POSTAL CODE      COUNTRY

\*For improved security, our bank requires you to provide your billing address and your credit card's 3 or 4 digit security code. For Visa, MasterCard, Diner's Club and Carte Blanche, the last 3-digit security code is on the back of credit card, in the signature panel. For AMEX, the 4-digit security code is on the right side of the front of credit card.

### Bank Wire Transfer

If you wish to pay by bank wire transfer, please contact Linda Ristow at linda@ptc.org for banking information.

### Substitution Policy

Paid registrations may be transferred to a substitute attendee that falls in the same registration category. All substitution requests must be submitted in writing via post, fax or email. **Substitutions received after Friday, 15 December 2006 are subject to an administrative fee of US\$50.**

### Cancellation/Refund Policy

Cancellations must be submitted in writing via post, fax or e-mail. Cancellations received by Friday, 15 December 2006 are subject to a US\$100 administrative fee. **No refunds will be made after Friday, 15 December 2006.**