

# PTC'20 SubCable Workshop: SERVING SMALL & LARGE MARKETS TOGETHER



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OUR CABLES WILL SUPPORT UNIMAGINABLE NEW SERVICES, POWERED BY THE CREATIVITY OF FUTURE GENERATIONS EVERYWHERE

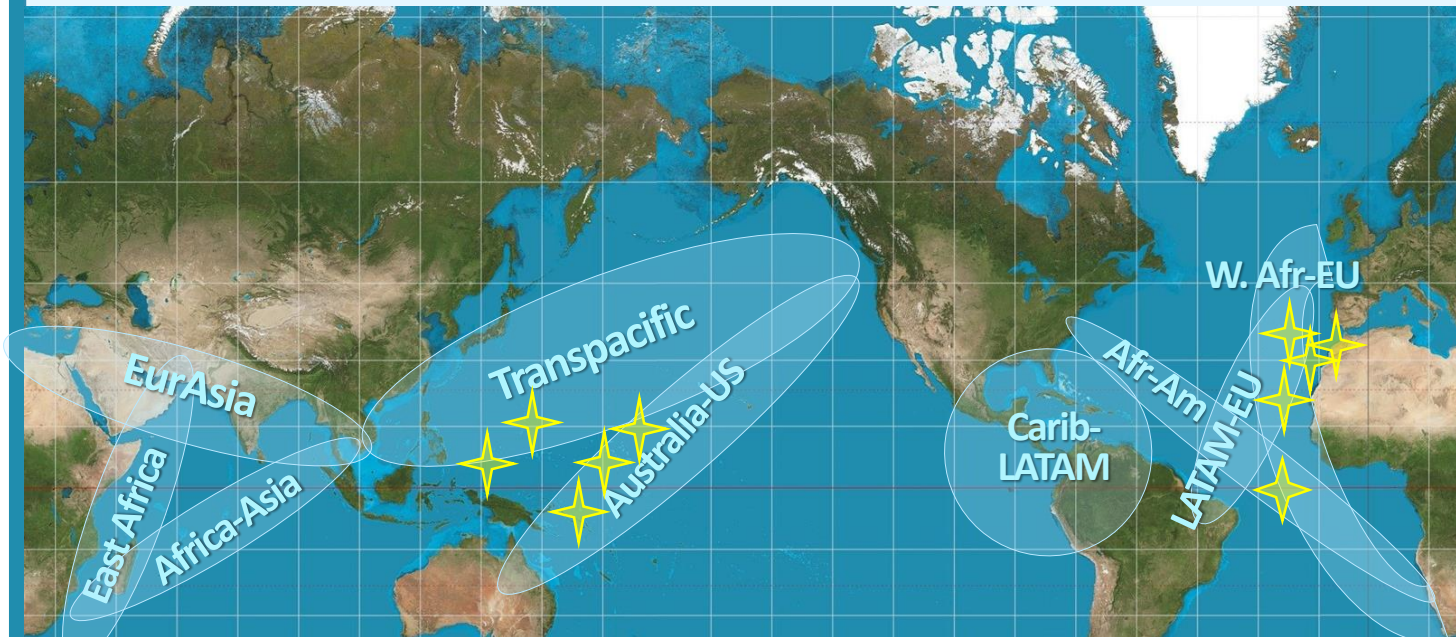


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## COMMON CHALLENGES & COOPERATIVE SOLUTIONS

### Beyond connecting Data Center Hubs....

#### ✦ Small Island-Nation Success Stories: South Pacific & Atlantic



#### Developing: Regional Africa & Caribbean/LATAM Connectivity

### Major Challenges:

1. Timing: Program & Commitment
2. Technology: System Design Flexibility
3. Financing: Cost-Sharing, Commitment
4. Competition: Open or Exclusive?
5. Regulatory

### LESSON LEARNED:

Solutions require compromise & time to reach a mutual win-win, but that yields a more capable network at a lower cost for all!