PTC’20 SubCable Workshop: SERVING SMALL & LARGE MARKETS TOGETHER

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PACIFIC TELECOMMUNICATIONS COUNCIL
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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!