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BUSINESS ESSENTIALS FOR UTILITY FIBER OPTICS DEPLOYMENT

March 30, 2020

EUCI Conference Center

Plaza Tower One Conference Center

Denver, CO



EUCI is authorized
by IACET to offer 0.6
CEUs for the course

OVERVIEW

As utilities begin and continue fiber optics deployment, business processes and protocol require essential structure and planning for investor owned and large municipal utilities.

When developing, designing and managing a fiber optic network for a large electric utility, ease of access to information is essential. Attendees will gain valuable knowledge for business strategy development, financing, designing and maintenance of building successful, private and public fiber networks for IOU's and large municipals. The Business Essentials for Fiber Optics Deployment course will provide in-depth case studies throughout the United States, overviewing their processes of deploying fiber, securing their infrastructure and maintaining a reliable network.

LEARNING OUTCOMES

- Strategize how fiber optics can meet the internal communication needs for the overall WAN backbone and the backhaul for SCADA, AMI, DA and other critical infrastructure
- Review how the architecture for an internal use of fiber optics can be scaled for wholesale commercial use of fiber optics
- Identify dark-fiber wholesale opportunities for new revenue streams for utility or partner owned fiber optics
- Assess how to adapt to a changing regulatory environment in order to seize future opportunities
- Design financing strategies to drive successful implementation for electric utility fiber optics networks
- Analyze key trends in the U.S. Telecom market and what it means to large electric utilities
- Engage and enhance partnerships among government entities and vendors
- Design business plans to accelerate deployment of electric utility fiber optics networks
- Discuss best practices for maintaining and managing a reliable fiber network
- Review best practices for marketing fiber optics networks and leasing dark fiber

AGENDA

MONDAY, MARCH 30, 2020

8:00 – 8:30 am

Registration and Continental Breakfast

8:30 – 9:30 am

Making the Fiber Business Case

When making a business case for the implementation of Fiber Optics to your area, you must conduct both feasibility and viability of FFTH project studies of your area. Those tests and analyses include:

- o Bandwidth analysis
- o Field review
- o Competitive analysis
- o Financial models

9:30 – 10:30 am

Exploring the Regulatory Landscape

Regulatory landscapes are changing in the wake of net neutrality. Federal, state and local organizations are evolving with the need for faster access to information. This presentation will review major public policy issues effecting Fiber Optic deployment.

10:30 – 10:45 am

Morning Break

10:45 – 11:15 am

Economic Development

Review the implementation of telemedicine, smart agriculture, remote learning as well as the process of bringing fiber to the home throughout the U.S.

11:15 am – 12:00 pm

Financing and Funding Fiber

Electric utilities constructing a fiber network will likely have different financing options than are typically available when constructing electric plant. From increased scrutiny of the business plan to loan structures, utilities should be prepared and anticipate the requirements necessary for fiber loans.

12:00 – 1:00 pm

Group Luncheon

1:00 – 2:00 pm

Value of Building Next-Generation Fiber Broadband Architecture into Today's Networks

Fiber network planners and operators need to make the right investment decisions in architectural solutions that can best "future-proof" their network to meet the demands of their communities and subscribers for many years to come.

2:00 – 2:15 pm

Afternoon Break

2:15 – 3:00 pm

Unified Approach at Offering Fiber Broadband

Discuss the benefits of a unified approach and the logistics of making it happen. From the office to the field—it is possible to share information between organizations to create the best experience for your customers and meet revenue goals.

3:00 – 4:00 pm

Competitive Challenges of Launching Fiber Services

Establishing reliable connectivity, engaging with local policymakers, product positioning, and taking advantage of unique competitive opportunities drive the success of utility fiber optic deployment. Review the competitive challenges and advantages to deploying utility fiber.

INSTRUCTORS



Steven Gaul

Wireline Engineering Department Manager, Black & Veatch

Steve manages a team of OSP/ISP engineers that focus on large-scale, fiber projects across North America. He has a proven record of accomplishments with Fortune 500 and startup organizations and a demonstrated success in building productive teams and effective organizations. He's an expert at growing startups from infancy to mature profitability and is skilled in managing extensive projects and capital budgets up to \$270M.



Rick Schmidt

Managing Director, Black & Veatch Management Consulting, LLC

Rick is a leader within the Infrastructure Modernization practice and brings extensive experience in working with mid-market municipal and cooperative utilities across North America. He has been published in several leading industry publications and is considered to be a subject matter experts in areas such as:

- Utility Rates and Business planning
- Electric, Water and Gas Advanced Metering Infrastructure
- Customer and Utility Information System planning, procurement and implementations
- Asset Management planning and implementations



Rick Ocampo

Director Consulting, Black & Veatch Management Consulting, LLC

Rick Ocampo is a highly-skilled information technology professional with experience in implementing CIS, Metering and Smart Grid applications within the utility industry. He has extensive experience in business transformation, project management, application testing and systems development. In addition, Rick has strong technical acumen with demonstrated ability to translate business requirements into IT solutions.

REQUIREMENTS FOR SUCCESSFUL COMPLETION

Participants must sign in/out each day and be in attendance for the entirety of the course to be eligible for continuing education credit.

INSTRUCTIONAL METHODS

This program will use PowerPoint presentations and open discussion

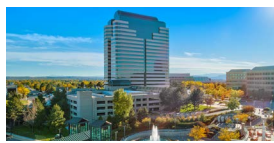
IACET CREDITS



EUCI has been accredited as an Authorized Provider by the International Association for Continuing Education and Training (IACET). In obtaining this accreditation, EUCI has demonstrated that it complies with the ANSI/IACET Standard which is recognized internationally as a standard of good practice. As a result of their Authorized Provider status, EUCI is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standard.

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EVENT LOCATION



Plaza Tower One Conference Center

6400 S Fiddlers Green Cir. Greenwood Village, CO 80111

The EUCI conference center is conveniently located adjacent to the Arapahoe at Village Center Light Rail Station, allowing easy access to and from DIA, Downtown, and Local Area Attractions. EUCI will validate parking at the Plaza Tower One Conference Center.

NEARBY HOTELS

Each of these hotels offers a complimentary shuttle to and from the EUCI conference center.

Hyatt Regency Denver Tech (2.8 miles away)

7800 E. Tufts Ave. Denver, CO 80237
303-779-1234

Special EUCI Room Rate: \$179.00 or lowest available rate

To access EUCI room rate visit

denvertechcenter.regency.hyatt.com

Click "Book Now", then click "Special Rates",

Click "Corporate or Group Code" and enter **CR102338**

You may also call central reservation at **1-800-233-1234** and give them the corporate code of **CR102338**

Springhill Suites DTC (0.3 miles away)

7900 East Peakview Ave., Greenwood Village, CO 80111
303-721-3321

Wingate by Wyndham (0.3 miles away)

8000 E. Peakview Ave., Greenwood Village, CO 80111
303-626-2641

Hyatt Place DTC (2.1 miles away)

8300 E. Crescent Pkwy, Greenwood Village, CO 80111
303-804-7000

Denver Marriott Tech Center (3.1 miles away)

4900 S. Syracuse St., Denver, CO 80237
303-779-1100

To Register Click Here, or

Mail Directly To:

PMA Conference Management
PO Box 2303
Falls Church VA 22042
201 871 0474
Fax 253 663 7224
register@pmaconference.com

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See nearby hotels on page 5

PLEASE REGISTER

BUSINESS ESSENTIALS FOR UTILITY FIBER OPTICS DEPLOYMENT COURSE

MARCH 30, 2020: US \$995

Early bird on or before March 13, 2020: US \$895

ENERGIZE WEEKLY

Energize Weekly is EUCI's free weekly newsletter, delivered to your inbox every Wednesday. We provide you with the latest industry news as well as in-depth analysis from our own team of experts. Subscribers also receive free downloadable presentations from our past events.

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How did you hear about this event? (direct e-mail, colleague, speaker(s), etc.)

Print Name

Job Title

Company

What name do you prefer on your name badge?

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State/Province

Zip/Postal Code

Country

Phone

Email

List any dietary or accessibility needs here

CREDIT CARD INFORMATION

Name on Card

Billing Address

Account Number

Billing City

Billing State

Exp. Date

Security Code (last 3 digits on the back of Visa and MC or 4 digits on front of AmEx)

Billing Zip Code/Postal Code

OR Enclosed is a check for \$ _____ to cover _____ registrations.

Substitutions & Cancellations

Your registration may be transferred to a member of your organization up to 24 hours in advance of the event. Cancellations must be received on or before February 28, 2020 in order to be refunded and will be subject to a US \$195.00 processing fee per registrant. No refunds will be made after this date. Cancellations received after this date will create a credit of the tuition (less processing fee) good toward any other EUCI event. This credit will be good for six months from the cancellation date. In the event of non-attendance, all registration fees will be forfeited. In case of course cancellation, EUCI's liability is limited to refund of the event registration fee only. For more information regarding administrative policies, such as complaints and refunds, please contact our offices. EUCI reserves the right to alter this program without prior notice.