

Pre-show Guide to INCOMPAS 2018

By:

Notice: Undefined index: issue in
/home/http/pipelinepub.pubspoke.com/article.php on line 215

[INCOMPAS](#), the internet and competitive networks association, may be best known for its high-profile work in Washington, D.C., advocating for competition across all networks—from fiber and wireless, to streaming services, cloud and edge providers. But an equally important part of the association's work is its annual INCOMPAS Show, which has fostered hundreds of millions of dollars of deals in the communications industry, building a vibrant ecosystem that enables companies in all facets of the industry to meet, develop partnerships and do business.



[The 2018 INCOMPAS Show](#), which will take place October 29-31 in Las Vegas, offers network builders, service providers and vendors of all types an economical and efficient way to meet in a single location—saving travel costs and time—to seal deals, and discover new, innovative products and services.

The Evolving Communications Marketplace

As the industry has evolved, so have the types of companies that INCOMPAS represents and that take part in our shows. INCOMPAS membership has grown beyond the competitive long distance, access and local exchange services of the our early days almost 40 years ago. Today's participants include builders of advanced networks and Internet, streaming, content, communications and technology companies of all sizes.

INCOMPAS members and INCOMPAS Show participants are driving economic growth through technological innovation and are vastly improving the quality of life for all Americans. They invest hundreds of millions of dollars annually to provide a wide array of broadband voice, video, Internet and data services, using both wireline (copper/fiber) and wireless networks. These companies are delivering state-of-the-art solutions, including managed services, cloud computing, data storage, over-the-top (OTT) content and video streaming, and unique applications that are developed and deployed via broadband networks.



A Marketplace for Sealing Deals

The INCOMPAS Show, which has earned a strong reputation as the place where business deals

are done, is key to supporting the industry's growth. Each year the show attracts the highest ratio of key decision makers and top-level executives of any show in the industry: 76 percent of attendees have purchasing power or are decision-influencers, and more than three-quarters of them plan to expand coverage and service markets. More importantly, 78 percent of attendees tell us they are planning to maintain or increase their budgets over the next two years, with half expecting to spend more than \$500,000.

At The 2018 INCOMPAS Show, you can expect an [agenda](#) that provides plenty of time for deal-making and networking. The Deal Center—a dedicated area where attendees can meet with prospective and current clients—as well as company-sponsored meeting rooms and tables, are open and available to participants. In addition, INCOMPAS and *Pipeline* magazine are hosting the popular Buyers Forum, which brings together qualified industry buyers and gives them the opportunity to meet and do business with sellers from across the country in a “speed meeting” format during these exclusive times—1:30 pm to 2:30 pm on Tuesday, October 30, and 2 pm to 3 pm on Wednesday, October 31. The Buyers Forum is open to all attendees, enabling buyers to make effective use of their time at the show and meet several potential vendors in one place, while sellers can benefit from introductions and one-on-one meetings with new customers.

Attendees also have the opportunity to stay current on the latest trends and learn about issues impacting their business through the show's [educational sessions](#). This fall the agenda will focus on the state of competition, featuring sessions including:

- [Keynote address by Makan Delrahim, Assistant Attorney General, Antitrust Division for U.S. Department of Justice](#)
- On the Front Lines of Regulatory Change, a half-day policy workshop
- A View from the C-Suite, featuring top executives from FirstLight Fiber, Logix Fiber Networks and more

Other sessions include:

- Fiber First—The Foundation for 5G Network
- Negotiating for Success, hosted by the Alliance of Channel Women
- Optimizing Your Network Investment, an exclusive C-suite networking breakfast program
- USTelecom Forbearance Petition Workshop, open to INCOMPAS service provider members and invited guests only

The INCOMPAS Show isn't all business, however. Each day features numerous networking opportunities—from free breakfast and lunch in the exhibit hall to the INCOMPAS Bar, where attendees can fuel up with coffee or grab a drink with colleagues, to networking receptions and parties that cap off each day, enabling attendees to catch up with old friends as well as make new ones.

Advocacy Supports Business Opportunities

As a complement to its shows, INCOMPAS's advocacy work is equally as critical to helping communications companies maintain and grow their businesses. Through our advocacy work, INCOMPAS seeks to preserve, promote and expand competition to spur continued innovation and expand customer choice.

Representing competitive broadband companies that are building networks of the future, as well as the companies that offer services over those networks, INCOMPAS advocates for pro-competition and pro-innovation policies in Congress, at the White House, in the courts and at the Federal Communications Commission (FCC). For most Americans, broadband competition can't come soon enough, as they have limited choice at home. But INCOMPAS' members are the ones working to reach customers with future-proof, high-speed networks. Recognizing that it's expensive and time-consuming to build such networks, the FCC has been taking steps to speed broadband deployment.

In August, at the urging of INCOMPAS and its fiber providers, the FCC voted to pass the “One-Touch, Make Ready” Order, which will streamline the pole attachment process so that fiber providers can deploy their new networks more quickly. After decades of infrastructure roadblocks

and gatekeeper stalling, this progress is a great step forward for our nation's deployment agenda, including the next generation of 5G mobile networks that will be reliant upon fiber.

Also in August, INCOMPAS filed an opposition at the FCC, urging the Commission to reject a USTelecom Forbearance Petition that seeks to stop broadband competition in its tracks. If granted, the petition would allow incumbent providers to escape their 1996 Telecom Act obligations, which require them to provide wholesale access to unbundled network elements (UNEs) and certain services. These methods of wholesale access are critical to providing a means of competitive entry that spurs fiber builds and innovation, and serve as vital bridges connecting customers to broadband competition. If the petition is granted, residential and business customers who have chosen a smaller, local service provider—whether because of faster speeds, lower prices, or superior service—could face massive broadband price hikes and be stuck with no choice.

INCOMPAS has mobilized the competitive broadband industry to defend competition, and several dozen companies and organizations weighed in against the petition. As part of its opposition filing, INCOMPAS submitted several economic studies demonstrating that local, competitive providers are deploying more fiber than the incumbent; that UNEs enable and incent fiber deployment; and that competitors are offering faster speeds and lower prices than incumbents.

Without competition from new fiber builders, the incumbents have no incentive to upgrade their networks or lower prices. That is why the bridge to broadband is so critical to our national deployment agenda—and why INCOMPAS will continue to fight until the FCC rejects USTelecom's competition-killing petition.

There will be plenty of other items on Washington's agenda for the remainder of this year—and into 2019—that will help achieve our ultimate goal of promoting competition and innovation across all networks. Policies that speed deployment without sacrificing competition are the key to long-term investment in the networks of the future.

For more information about how your company can get involved, from networking at The INCOMPAS Show or throughout the year with other members to supporting INCOMPAS public policy advocacy efforts, visit www.incompas.org or email info@incompas.org.