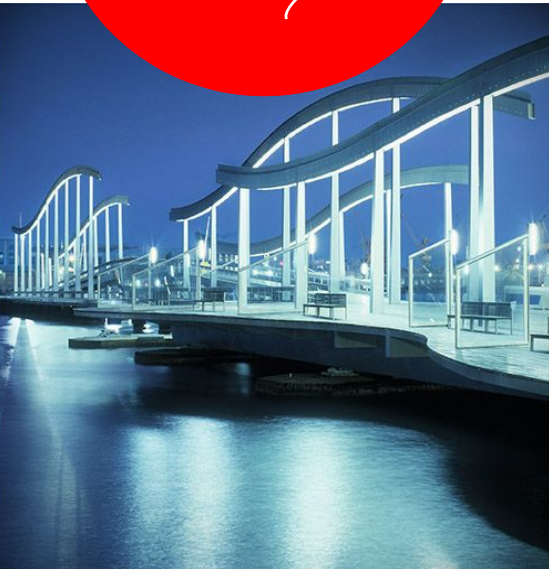


International **EMEA** meeting

Learn new synchronization technologies and the solutions that make possible the massive deployment next generation of networks in telecom, power utilities, transport and finance

28-29th of May 2018
Barcelona - Spain



ALBEDO Sales & Support meeting

For partners from Europe, Middle East and Africa

Meetings are an essential element of human being and in the professional environment are an excellent opportunity to exchange knowledge and experience about new technologies. These two days we will unveil the new market demands regarding synchronization and how to satisfy them by means of first class products and services.

We are sure that we can share serious experiences that can help to improve your business, we will announce xGenius the new test platform, and will tell about ALBEDO's road-map. and will be a good opportunity to grow together because we are going to better understand the state of the infrastructures in our region that are unfolding unprecedented. We will also talk about sales, that process of influence that not only offer and demand are found but also establishes a personal relationship with the client we propose to take care of.

This meeting will allow you to strengthen your support networks because the technologies are universal and customers often also are transnational then our strategies shall always be global.

Join to the even, there are a lot of reasons:

- Upgrade your telecom skills
- hands-on in new equipment
- Share Sales strategies
- Access to the original sources of information
- Market analysis
- How to maximize your sales prizing
- Know about success stories
- Discover new markets
- Establish contact with regional colleagues
- Increase customer satisfaction

And, of course, enjoy Barcelona one of the most amazing towns in the Mediterranean.

We have had great Pleasure in sharing Knowledge and Experience with
 This high level of Support Helps to develop our
 Above all, the Meeting was really
 A valuable insight into the concept of Synchronization and relate
 The Convention was far more effective than Phone calls or

Albedo” F. Grogan, UK
 Business” Prem Sethi, India
 Captivating” R. Obiodu, France
 D technologies” A. Murphy, US
 Emails” Ding Dong Dong, China

> Hotel Villa Olímpic@

C/ Pallars 121-125, Barcelona 08018 (Spain)



- > Sessions will run in parallel both days:
 1st.. **business** presentations
 2nd.. technical **hands-on**

> Why this meeting will be **UNIQUE**:

- **Contents**: we will know the new requirements for the deployment of LTE and 5G regarding transmission and synchronization
- **Networking**: We met with a lot of colleagues to boost personal and professional relationships, exchanging experiences and **success stories**
- **Sales**: it is not only a science
It is Art
 It is a combination of knowledge, skills and relationships that twisted in a context of rationality, economics and emotions

Your Leading Expert

ALBEDO Telecom is an International manufacturer of telecom synchronization nodes, testers and networking devices.

ALBEDO helps Power Utilities, Mobile Operators, R&D laboratories, Armies and R&D laboratories, to install synchronization, access and transmission infrastructures that support any kind of applications .

ALBEDO's core expertise range from LTE, 5G, PTP, VoIP, SyncE, GbE, 10GbE, E1/T1, Jitter/Wander, Cabling measurements, QoS and SLA technologies implemented in WAN emulators, Taps, Testers, Clocks and Systems.

ALBEDO also offers consultancy and training services.

ALBEDO has direct operations, partners and representatives in more than 82 countries all over the world.

Monday 28th of May

Synchronization is the set of techniques that allow frequency and phase to remain within the specified limits. Synchronization networks may adopt a number of topologies, nevertheless the most common are hierarchical while fault-tolerant architectures. Today we will review synchronization concepts and solutions paying special attention to market opportunities, competitors, we will even visualize several success stories.



hello! have a coffee with us in Room 1 (since 12:00)

Warm welcome to the event

15:00 Short presentation of each company

- All Representatives (five minutes)

15:30 xGenius new platform

- Transmission & Synchronization
- Positioning Ether.Genius, Ether10.Genius
- Competitors & OEM
- Roadmaps

17:00 Testing in Power Utilities

- One-way Delay
- C37.94 interface
- Transmission & Synchronization
- Datacom, VF

Parallel sessions in Room 2 (both days)

Hands-on and training

- Practices with Ether.Genius, xGenius, Net.Storm
- Practices with VoIP Master
- Practical Questions

End of the day wait, relax until the dinner event



Tuesday 29th of May

The range of ALBEDO solutions includes Testers, Taps, Emulators, Sniffers, Synchronization appliances and Monitoring solutions that are used by engineers working for large organizations such as power utilities, telecom operators, railways, industry and finances. Technologies supported include VoIP, PTP, SyncE, PTP, C37.94, Ethernet/IP, and Datacom.



09:30 ALBEDO Portfolio

- AT20-48, Ether.Genius, Ether10Genius, xGenius
- Net.Storm, Net.Hunter, Net.Shark, VoIP Master
- Road-maps

10:30 VoIP Master

- Stand alone VoIP Master
- Centralized VoIP Server
- Market analysis

11:30 Synchronization Technologies

- Time and Frequency profiles
- Understand PTP vs. TDM, GNSS, SyncE, PTP, NTP, IRIG-B

Lunch (12:30)

14:00 Synchronization Markets

- Customers: Telecom, Utilities, Finance, Transport
- Synchronization: Microsemi, ADVA, Spectracom, Meinberg
- Testers: Viavi, Veex, Others

15:00 TR-069 Automation

- Validation of a CPE router
- Test cases library

15:30 Success Stories

- C.3794 in Sweden
- VoIP master in the Uk
- Testing in Swiss
- Synchronization in France
- Test & Measurement in Italy

16:30 Questions & Queries

See you soon!



10 Reasons to Attend

1. *Stay* abreast of the latest technologies
2. *Meet* colleagues of your region
3. *Gain* valuable insight on VoIP
4. *Synchronization* is a must for LTE
5. *10G transmission* is massive
6. *Hands-on* new C37.94 interfaces
7. *Learn* from real success stories
8. *Assess* the financial viability
9. *Discuss* about testing needs
10. *Receive* inside information

Sales Meeting Packet



ALBEDO will pay the hotel for one night as well as the corresponding breakfasts and lunches, while the invited companies will assume flight cost. Delegates will receive the complete documentation of the sessions and all the presentations with the corresponding practices, as well as a special discount for those who wish to acquire a demo of the new xGenius tester.

Delegate Details

Please complete fully and clearly in CAPITAL letters

Full Name.....
 Passport or Id.....
 Job Title.
 Company.....
 E-mail.....
 Mobile

Town/Postcode

Country

Phone/Mobile

Signature / Company stamp:

ALBEDO Telecom

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ALBEDO's core expertise range from PTP, SyncE, GbE, 10GbE, E1/T1, Jitter/Wander, OTDR, Cabling measurements, QoS and SLA technologies implemented in WAN emulators, Taps, Testers, Clocks and Systems. ALBEDO also offers consultancy and training services. ALBEDO has direct operations and representatives in more than 85 countries all over the world.

Your Business Partner

Results. ALBEDO Telecom helps the industry to make the most of the investment on infrastructure.

Expertise. ALBEDO Telecom engineers and consultants provide industry leading knowledge in Clocks, Testers, Taps and WAN emulators.

Integration. ALBEDO Telecom integrates disparate telecom technologies and applications, facilitating new business efficiencies.

Agility. ALBEDO Telecom increases the ability of customers to respond quickly to new market opportunities and requirements.

Coverage. ALBEDO Telecom offers solutions that facilitates the migration and the roll-out to new architectures.



Fill-up, scan and send this page to
rbt@albedotelecom.com

terms&conditions

Delegates who may wish to extend their stay in the hotel (after or before) at 125.00 €/night single room 153.00 €/night double room (VAT included, local tax not included). However, early arrival and extension outside of the group block is subject to the availability of rooms and pay by guest own account. No refunds can be made for cancellations received less than one week prior to the conference. Your booking becomes confirmed, on the basis of these terms and conditions, upon receipt by ALBEDO telecom sl of an unaltered Booking Contract signed by you. The Booking Contract will state the accommodation, meals and other facilities which you have booked, and it will include a clear statement of any other arrangements which have been agreed between You and ALBEDO telecom that will reserve the right to choose the attendees. Participation is not free, however additional participants may be eligible to be part of the event.