

EXHIBITOR'S SHOWCASE, Monday - 10:00 am - 6:30 pm 1 DAY ONLY.

COCKTAIL RECEPTION, Exhibit Area Monday 5:00 pm - 6:30 pm



**CANADIAN INDEPENDENT
TELECOMMUNICATIONS ASSOCIATION
Presents**

SHOWCASE & SEMINAR 2017

February 26 - February 28, 2017

Bonaventure Hotel, Montreal

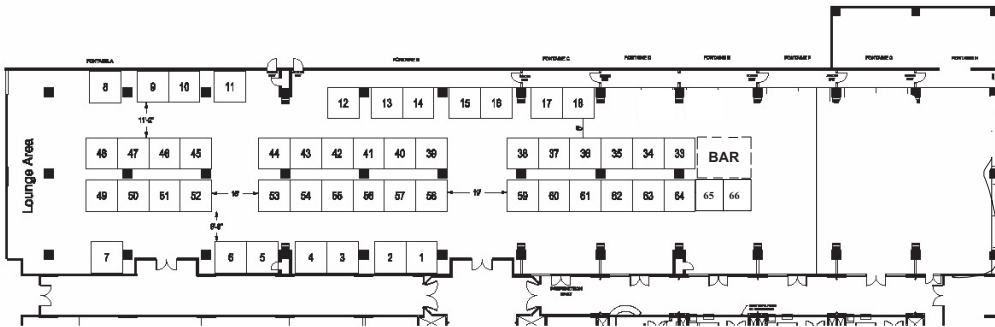
***OFFICIAL
PROGRAM***

THANK YOU TO OUR SPONSORS



EXHIBITORS LIST

| | | | |
|---------------------------|----|--------------------------------------|------------|
| Adtran | 58 | Juniper Networks | 2 |
| Alliance | 64 | Mapcom | 17 |
| Anixter | 39 | Metaswitch | 56 |
| Arbor Networks | 49 | National Information Solutions Co-op | 59 |
| Bell Canada | 7 | Nexicom | 54,55 |
| CALIX | 6 | Noramco/Crossover | 15 |
| Channel Commercial | 11 | OFS | 16 |
| Ciena | 63 | O-m6 | 51 |
| Clearfield | 53 | Optelian | 43 |
| Commercial Truck | 65 | PCI Supply | 47 |
| Communications Data Group | 50 | Pickard Construction | 45 |
| Comtrend Corporation | 1 | Power & Tel | 60, 61, 62 |
| Connect Telecom | 52 | Preformed Line Products | 12 |
| Dura-Line | 48 | REDCOM | 33 |
| EIT | 18 | Sak Data Products | 10 |
| Fonex | 38 | Sasktel | 36 |
| Graybar | 14 | SmartRG | 46 |
| Hall Telecommunications | 9 | Sonus Networks | 13 |
| HiBox Systems | 40 | Superior Essex | 4 |
| Hubbel Power | 3 | Tii Technologies | 57 |
| Inca Networks | 5 | TVC Canada | 66 |
| Innovative Systems | 44 | | |
| ITS Solutions | 8 | | |



2017 CITA TELECOMMUNICATIONS SHOWCASE & SEMINARS

PROGRAM SCHEDULE

SUNDAY, FEBRUARY 26

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|--------------------|--|
| 12 noon to 6:30 pm | Registration |
| 3:00 pm to 4:00 pm | CITA Annual General Meeting, Mont-Royal, Active Members Only |
| 4:00 pm to 5:00 pm | ITPA Annual General Meeting, Mont Royal Active Members Only |
| 5:00 pm to 6:00 pm | Welcome Reception, Salon Bonaventure, For all Seminar Delegates and Exhibitors |
| 6:00 pm | Dinner, Westmount, Introduction of the New Board After Dinner Speaker, Michael Martin, Sr. Exec., Internet of Things, IBM |

MONDAY, FEBRUARY 27

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| 8:00 am to 5:00 pm | Registration |
| 7:00 am to 8:45 am | Breakfast, Salon Ville Marie |
| 7:30 am to 8:30 am | CSI Meeting, Mont-Royal |
| 8:45 am to 9:45 am | Industry Leadership Awards and Keynote Address |
| 10:00 am to 12:00 NOON | Management & Technical Seminars |
| 12 noon to 1:00 pm | Luncheon, Fontain G & H, For Conference Registrants Only |
| 12:00 pm to 6:30 pm | SHOWCASE VIEWING |
| 1:30 pm to 3:30 pm | Co-Op Directors Meeting, Mont-Royal |
| 5:00 pm to 6:30 pm | Showcase Reception, Exhibit Hall Prizes and draws, including Grand Prize Draw |
| 6:30 pm to 9:00 pm | Dinner, Westmount, Entertainment and Supplier of the Year For 2 day Seminar Delegates Only - Sponsored by CITA |

TUESDAY, February 28


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| 8:00 am to 1:30 pm | Registration |
| 7:00 am to 8:00 am | Breakfast, Salon Ville Marie |
| 8:00 am to 11:45 am | Management & Technical Seminars |
| 12:00 NOON to 1:30 pm | Luncheon, Westmount For Conference Registrants Only Luncheon Speaker |

SHOWCASE VIEWING

Monday, February 27, 12:00 noon to 6:30 pm

2017 CITA TELECOMMUNICATIONS SHOWCASE & SEMINARS



MONDAY FEBRUARY 27 Breakfast: 7:00 - 8:45

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| 8:45 am to 9:45 am | GENERAL SESSION, WESTMOUNT | |
| | 8:30 am to 9:00 am Industry Leadership Awards 9:00 am to 9:45 am KEYNOTE Address Broadband Service in Remote and Rural Communities What EORN (Eastern Ontario Regional Network) has been doing in supporting Rural broadband, with a focus on understanding of the Federal Funding Paula Preston, EORN Technical Prime | |
| 10:00 am to 10:45 am | MANAGEMENT/MARKETING, MONT- ROYAL | VENDOR PRESENTATIONS, HAMPSTEAD |
| | Regulatory Update as Presented By ITPA Restricted to Members Only Jonathan Holmes E.D. ITPA | 10:00 am to 10:30 am Best Practises FTTH Pickard Construction 10:30 am to 11:00 am How Wireless is Evolving Past "AC" Power & Tel |
| 11:00 am to 11:45 am |  Lead Agent with Real-Time Integration to iVUE James Broemmer Jr. CEO, Adams Telephoné Cooperative Golden Illinois | 11:00am to 11:30 am Blocking Spam Calls Innovative Systems 11:30 am to 12:00 noon Future of the Home Vendor Panel Alliance Corp, Zyxel & Inca |



Monday Exhibit Opens 12:00 pm to 6:30 pm
Monday Lunch: 12:00 - 1:00 p.m.
Monday Night Reception: 5:00 pm to 6:30 pm, Exhibit Hall with Grand Prize Draw
Monday Night Dinner: 6:30 pm to 9:00 pm Supplier of the Year Award.
 Entertainment: Mark of a Leader by Doug Keeley, Leadership and Motivational Expert

TUESDAY February 28 Breakfast: 7:00 am - 8:45 am

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| 8:00 am. - 8:45 am | MANAGEMENT/MARKETING, MONT-ROYAL | TECHNICAL PRESENTATIONS, HAMPSTEAD |
|  | How to keep clients by being proactive not reactive Jasmin Bergeron , Director of Exec. MBA University of Montreal, Author and Consultant | Home and Business Wireless Solutions Chris Thompson, Director, Product Mgmt Adtran |
| 9:00 am - 9:45 am | Part II How to keep clients With Jasmin Bergeron | Nuisance Call Blocking and Filtering Strategy Joe Welden, Senior Director Product Mgmt Metaswitch |
| 10:00 am - 10:45 am |  Developing Next Generation in a Changing Culture Dov Baron , Author, Consultant, Strategic Leadership Advisor | Make World-Class WI-FI Your Differentiator Gregory Bathrick, Solutions Marketing Director Calux |
| 11:00 am - 11:45 am | Developing Next Generation in a Changing Culture Part II Dov Baron | Latest Threats to ISP and Telecom Networks Jason Lang, Senior Consulting Engineer Arbor Networks |
| 12:00 noon - 1:30 pm | Luncheon Measuring Customer Satisfaction Henry Dortmans President, Dortmans Associates: Management Consultant in Technology Planning | |