

**Di<sup>2</sup> Summit 2020**  
**Airport Club Frankfurt, 04 March 2020**

Roundtable: **The Top 5 crucial success factors for deployment projects**

Roundtable Host(s): **Jürgen Grützner, Dr Frederic Ufer (VATM)**

**NOTE: This workshop will be held in GERMAN/ENGLISH**

Time: **11:45 – 12:45**

Room: **Zurich**



**Jürgen Grützner**

Prior to his position as Managing Director of the VATM (Association of the Providers of Telecommunications and Value-Added Services, [www.vatm.de](http://www.vatm.de) ) since 1998, Jürgen Grützner led the target group Post and Telecommunications of the CDU/CSU-Bundestagsfraktion (parliamentary party of the Christ Democrats). In this duty and as speaker to the post-political responsible, he was in charge of the negotiations of the Acts leading to the market liberalization, starting with the Postreform II through the Act of telecommunication. From 1990 - 1993 Mr. Grützner was head of the press and communication department of the Deutsche Post AG in Cologne.

**Dr Frederic Ufer** has headed the Legal and Regulatory Department of the Association of Providers for 13 years of telecommunications and value-added services (VATM). Dr. Ufer worked for several years in an international law firm in the fields of telecommunications and media law as well as in the area of project finance and corporate mergers. He publishes regularly on topics related to the telecommunications market.

**Objective:**

The workshop will discuss the top 5 crucial success factors for deployment projects and will reflect upon the VATM's discussions with member companies. The focus will be on interactions with various public bodies and how to avoid irritation and time delays.

**Format:**

- Interactive workshop with max. 15 participants
- One 1h session
- Presentations only support the workshop discussion. The major focus is the active participation and integration of the participants
- Chatham House rules apply for every Di<sup>2</sup> Summit Workshop and secure the high-level trustful environment

**Content of the Roundtable:**

1. Comparison of international broadband data – why Germany is now the hot spot for investments in fiber
2. Status of broadband implementation in Germany, VATM-market survey  
Download: [VATM-Marktstudie 2019](#)
3. Opportunities for fiber deployments in Germany – Open Access, market regulation, the status of HFC networks and infrastructure competition
4. The role of state aid and its impact on broadband deployment projects
5. Customer demand for broadband access services