

project" to migrate to an all-IP network. Last year it also launched its Velocity FTTH project and is investing more than \$700 million to consolidate its back-office systems.

The Most Promising Service Provider of the Year went to Vanco Asia Pacific for its spectacular growth over the past few years. The pioneer of the VNO business model of network outsourcing now has over 180 major corporate clients and expanded its contract value by 459% last year. Its web-based management portal, which allows providers to check global circuit availability and book space, has stimulated new sales opportunities globally. The judges see 2007 as a huge year for Vanco in Asia Pacific.

On the vendor side of the competition, Ericsson and Huawei Technologies dominated the awards event this year, as each placed first in two categories. Ericsson was named 2007 Vendor of the Year and also was singled out as top Wireless Infrastructure Vendor of the Year. Huawei, which won three awards in 2006, took first place honors this year as Optical Vendor of the Year and Broadband Equipment Vendor of the Year.

Judging panel

1. Manoj Menon, *partner, Frost & Sullivan*
2. Sin Siew Teyew, *director of telecoms (Asia Pacific), Frost & Sullivan*
3. Ashwini Bakshi, *director of services sales (Asia Pacific), Nokia Siemens Networks*
4. John Tull, *CMO and VP of public affairs (Asia Pacific), Alcatel-Lucent*
5. Steven Ing, *professional services director (Asia Pacific), SAS*
6. Wendy Koh, *sales director (ASEAN), Juniper networks*
7. Jay Andersen, *VP, sales (South & East Asia), networks & enterprise, Motorola Inc.*
8. Joseph Waring, *group editor, Telecom Asia and Wireless Asia*
9. David Storrie, *head of network & wholesale services, StarHub*
10. David Nishball, *president (enterprise services), Bharti Airtel*
11. Wong Soon Nam, *VP (business marketing), SingTel*
12. Benney Cheng, *VP, Southeast Asia, PCCW Global*
13. Wilfred Kwan, *president and CTO, Asia Netcom*



Telstra executive managing director for wireless John Gonner (left) is presented the Next Generation Service Provider of the Year Award by Nick Hutton, VP for Asia Pacific at RGB Networks

Other vendors singled out for attention included Converse, which won Telecom BSS Vendor of the Year, and Clarity, which was selected OSS Vendor of the Year. Alcatel-Lucent was named Next-Generation Infrastructure Vendor of the Year. The company was cited for 10 key customer wins in the region last year.

China's ZTE Corp. was picked as Most Promising Vendor of the Year. The company gained praise for devoting 40% of its workforce to R&D in 14 wholly owned R&D centers worldwide. The company sets aside 10% of its revenue for research.

Singapore's Infocom Development Authority won an award for Outstanding Contribution to Industry Development," which is conferred on the best-performing regulator in 2006 that made a significant impact in its home country. The IDA has mapped out 10-year next-generation network initiative for Singapore that bring together the private and public sectors to insure the country's competitiveness during the next decade. telecomasia

