



- Call for Speakers -

Communications Taxation '17

<http://www.telestrategies.com/tax>

May 15-17, 2017

JW Marriott Marquis -- Miami, Florida

Send your speaking request to Matthew Lucas at mlucas@telestrategies.com

Regular submission date: December 15, 2016

Last submission deadline: January 15, 2017

Since the show's inception in 1999, TeleStrategies' Communications Taxation conference has become the "go-to" event for tax professionals in the telecom industry to learn about - and keep up to date on - changing taxation policy and related regulatory/compliance considerations.

Each year the event attracts around 350 attendees, the majority of whom are service providers.

Speaking opportunities

We welcome experts from all areas of the industry to participate, and seek diversity from:

- large and small service providers;
- all service backgrounds - IP, wireline, mobile, cable, content, cloud, SaaS/infrastructure;
- all business types - retail, wholesale, enterprise, pre-paid;
- and vendors/services firms who support the industry.

Topic ideas

We always seek topics that are currently challenging providers, or new approaches/advances in addressing legacy issues. Below are issues we think are of relevance. ***HOWEVER*** - we welcome you to move the industry forward with ***YOUR IDEAS***. In fact, the most interesting talks are the ones that cover the subtle, niche areas of the profession.

- Cloud / SaaS / infrastructure services
- "What's next in silicon valley" – addressing new, innovative services coming from the software industry that challenge contemporary regulatory/tax structures
- International considerations and taxation law impacting multinationals and partnerships
- Telcom – Cloud - App partnerships – services that cross traditional boundaries, and their impact on tax/regulation
- All things related to transaction taxes: (regulatory decisions, updates, what is on horizon - video, hosting, cloud, content and emerging telecom services)
- Emerging services – cloud computing/hosting, 3rd party applications, media/entertainment, subsidized/bundled transport, mobile payments, emerging partnerships/revenue share
- All things regulatory - USF, Open Internet, service classifications, CPN

- Compliance and audits - defense/penalty abatement strategies
- Key federal legislation updates and key case law updates
- State tax initiatives, reform and bellwethers
- Sales and use tax, property tax, bundles, depreciation updates
- Sales tax exemptions for services
- USF surcharge and payment issues in connection with bundles, new products, safe harbor, and other regulatory surcharges.
- Prepaid taxation
- Bundling tax issues
- Billing system implementation/integration with tax calculation engines
- Wholesale tax issues
- Disclosure considerations

Session format options

The program is organized into two formats: Conference speaking slots, or round-table slots.

- **Option 1: General Conference Sessions / Panels**

A conference session is either a 45-minute or 1-hour slot and is intended to provide a robust, formal presentation regarding a tax-specific topic. **No high-level proposals, please!**

Ideally a conference session/panel thoroughly explains a challenge; presents the tax strategy/ approaches, options, pitfalls and best-practices; looks at why the issue is important from a business perspective; considers the tax exposure; provides a systems/operations implications; and ultimately **educates** the audience!

Typically a conference session has 1-2 speakers who provide an education and “hands-on” perspectives of a given topic. Alternatively, the session can be a panel format of 3-5 speakers that engages the audience/panelists in an informal, discussion-based presentation.

For panels, we prefer to have at least one service provider or non-vendor qualified expert participate to help connect the material to the audience, but that is not required.

- **Option 2: Round-tables**

Round-tables have proven to be one of the conference’s most popular formats. A typical round-table is 45 minutes in which a smaller group of folks meet to discuss a particular topic of interest. These sessions general do not have a formal presentation. Instead, the presenter acts as a facilitator to initiate and guide a “*free flowing – exchange-your-ideas-and-experiences*” discussion among industry peers.

Round-tables are an ideal way to network, discuss, exchange, engage and learn from your peers – as well as walk away with new contacts that you can keep in touch with throughout the year.

For a better understanding of the session format, see the sessions listed on last year’s agenda at <http://www.telestrategies.com/tax>

Deadlines

Early-submission deadline ... If you would like to participate as a speaker or panelist, please email your submission to Matthew Lucas (mlucas@telestrategies.com) by December 15th 2016.

Final deadline ... No later than January 15th 2017. If you submit after then, I will do the best I can to include your talk, but can not make any promises.

Why submit early?

We receive a lot of speaking proposals for the event. Often, we receive several proposals on the same topic. The earlier I know of your intent to participate, the easier it is for me to organize the program, resolve conflicts, hone topics/panels and make sure you are on the agenda!

Submission format

1. Email to: Matthew Lucas (mlucas@telestrategies.com)
2. Session title: 5-10 words, keep it catchy and representative of the session content
3. Session format type: Choose either round-table, general session or panel
4. Session description: 5-8 sentences are perfect. Feel free to err on the verbose side - as I can always trim that back. Or just list the bullet points of what you want to cover and I can work with you on the description.
5. Session speakers: List the names, titles, company for each speaker (may not be applicable to the round-tables) – or put TBD if your speakers are not confirmed
6. Contact information: Send me the email and phone number of whom I should follow up with.

You may submit more than one talk. If you choose to submit multiple sessions, indicate which one is your first/second choice.

Costs

All speakers/panelists/roundtable facilitators receive a complimentary pass to the conference program. Tutorials would require payment.

Sponsorship Opportunities

For exhibit or sponsorship information, contact Jeanette Townsend, TeleStrategies' Director of Sales at 703-622-3524, or by e-mail at jtownsend@telestrategies.com.

Companies that support the program through their sponsorship/exhibiting receive top consideration. If you have interest in sponsoring, please make sure you contact Jeanette Townsend prior to the proposal deadline.

Please direct any questions you might have to Matthew Lucas at mlucas@telestrategies.com