



**- Call for Speakers -**

## Communications Taxation '18

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

May 14-16, 2018

Disney Yacht and Beach Club -- Orlando, Florida

Send your speaking request to Matthew Lucas at [mlucas@telestrategies.com](mailto:mlucas@telestrategies.com)

Regular submission date: December 15, 2017

Last submission deadline: January 10, 2018

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.

- Emerging services: how to deal with new and innovative services that challenge contemporary FCC regulations and taxes
- Emerging partnerships: addressing the intersection between Silicon Valley/Software and Telecom: 3<sup>rd</sup> party apps; media/entertainment; subsidized/bundled transport; payments, etc.
- All things automation: how telecoms can leverage data analytics and AI platforms
- Rethinking the tax department: faster, meaner, leaner and more efficient
- International tax considerations impacting multinationals and partnerships
- Taxing the bundle: Video, streaming, traditional transport, connectivity, mobile and fixed
- Taxing the cloud services that cross traditional boundaries

- All things transaction taxes: (regulatory decisions, updates, what is on horizon - video, hosting, cloud, content and emerging telecom services)
- 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
- Key state tax initiatives, reform and bellwethers
- Sales and use tax, property tax, bundles, depreciation updates
- Sales tax exemptions
- USF surcharge and payment issues in connection with bundles, new products, safe harbor, and other regulatory surcharges.
- Prepaid
- 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](mailto:mlucas@telestrategies.com)) by December 15<sup>th</sup> 2017.

Final deadline ... No later than January 10<sup>th</sup> 2018. If you submit after then, I will do the best I can to include your talk, but will 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](mailto: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](mailto: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.

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Please direct any questions you might have to Matthew Lucas at [mlucas@telestrategies.com](mailto:mlucas@telestrategies.com)