

Topic: Executives' Perspectives on Broadband in 2022

Each January, we hold an "Executives Perspectives" call to which we invite knowledgeable Telco and/or vendor executives to inform the membership of broadband industry trends and their thoughts of how best to address them in the coming year. We also ask our speakers to share their "crystal ball" view of what will be "Hot in 2022." Each panelist will present on this from their individual perspective, plus time for Q&As.

Speaker: Josh Pettiette - Vice President of Product, Business Development & Strategic Planning at GVTC



Josh Pettiette is vice president-product, business development & strategic planning for GVTC. One of his primary responsibilities is managing development and profitability for the company's broadband, cable TV, voice, and security products ensuring they provide the greatest value in the marketplace. He also evaluates emerging technologies that best leverage the power of GVTC's fiber-to-the-home network.

In addition, Mr. Pettiette oversees the newly established wholesale services business, selling Ethernet access and transport throughout the state of Texas. He also oversees the company's Fiber-to-the-Tower data backhaul business capitalizing on the growing market demands of wireless data and IoT.

Under business development, Mr. Pettiette evaluates growth opportunities for GVTC based on strategic priorities from market expansion to mergers or acquisitions. He also leads GVTC's strategic planning process that involves creating and prioritizing strategic objectives and long-range planning, in conjunction with the company's executive team and board of directors.

In the community, Mr. Pettiette serves as chairman of the Bulverde/Spring Branch Economic Development Foundation.

Mr. Pettiette holds a Bachelor of Science degree in telecommunications engineering technology from Texas A&M University.

Speaker: Timo Laaksonen - Executive Vice President at F-Secure



Timo Laaksonen is Executive Vice President at F-Secure Corporation and responsible for the Consumer Security Business Unit. He is passionate about sharing best practices in cyber security in terms that everyone can relate to and helping service providers build successful security business.

Mr. Laaksonen joined F-Secure Corporation in Finland in October 2012 as a member of the Leadership Team and responsible for the Content Cloud business line. In 2015-2019 he was based in the US and lead F-Secure's Consumer Business in North and Latin America. After returning to Finland in September 2019 he took on the responsibility for leading global commercial operations in the Managed Detection & Response Business Unit.

Prior to F-Secure, Timo has lead international business units and venture backed start-up companies in the fields of security, cloud, telecom, predictive analytics and mobile services.

Mr. Laaksonen holds a Master's Degree (Econ.) from Turku School of Economics and Business Administration, Finland. Outside of work he is keen on sports, travel and music.

Speaker: Charlie Conway - Assistant Vice President, Carriers & Internet Providers at DIRECTV



In his current position at DIRECTV, Charlie drives growth of highly valued DIRECTV customers through strategic relationships with Internet Service Providers across the United States. He leads a team of sales professionals focused on leveraging ISP relationships for Consumer and Multi-Dwelling Unit markets.

Prior to joining DIRECTV in 2011, Charlie served as the Vice President of Sales for Acision [formerly LogicaCMG] where he led Business Development, Sales, and Marketing for IP-based solutions for Wireless, Broadband and Pay TV service providers across North America and the Caribbean.

Earlier in his career, Charlie was the AVP-Strategic Relationships for ServiceSPAN, a Sales and Business Development executive at Comverse [Boston Technology], and held various positions in advertising, brand management, and issues advocacy for Bell Atlantic where he led the initiative for public policy advocacy for the Telecom Act of 1996 on behalf of a 7 RBOC coalition.

Charlie served on the founding Board of Directors for the BMMA. Charlie earned a MA degree from The George Washington University, an MBA from Montclair State University, and a BA degree in Political Science from Rutgers University.