

# THE 'NEW' C&W COMMUNICATIONS

"Building Stronger Partnerships for Regional Development"

**Garry Sinclair**

President, C&W Caribbean

Ministerial Breakfast, CANTO 2017



# A HISTORY OF INVESTMENT

C&W has lived up to its commitment of investing and innovating to develop the Caribbean.

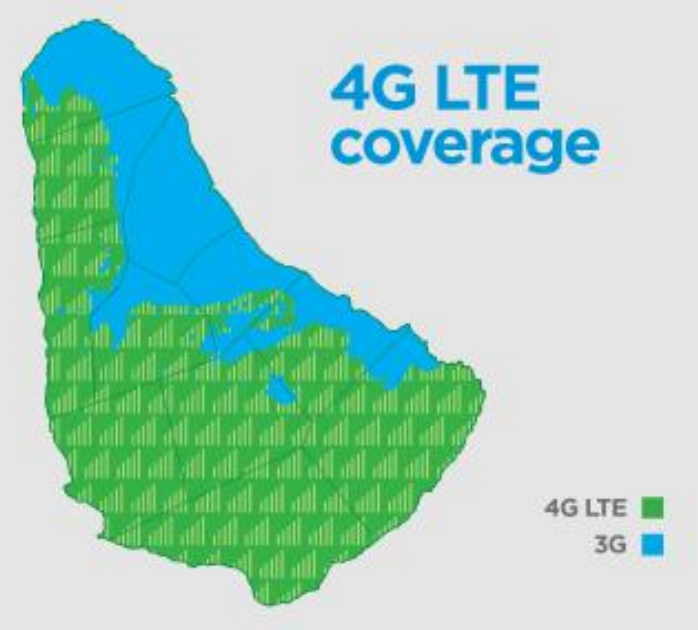






# INTRODUCING INNOVATIVE TECHNOLOGY

We spent most of this year introducing innovative technology such as our innovative IPTV over copper technology which allows us to deploy superfast internet and high quality TV product to rural areas in markets such as Anguilla, BVI, Jamaica, TCI and soon to be launched in St. Kitts. On the mobile side, our 4G LTE coverage in markets such as Anguilla, Antigua, Barbados, Cayman, and TCI provides faster, better broadband experience to the delight of our customers.



100% 4G LTE coverage



**ADON**

**SPORTS**



# COMMONWEALTH YOUTH GAMES

Our newest partnership is the Commonwealth Games scheduled for July 19 – 23 in The Bahamas, the first time the Caribbean has held an event in over 50 years the last time was in Kingston, 1966.





# INVESTING IN KEY SECTORS

Our markets depend on tourism to drive their economies so we provide full end-to-end IP networks, fixed and mobile telephony technologies and Hotel/IPTV services complete with compelling programming.



CHIEF 2017  
Caribbean Hospitality Industry Exchange Forum

C&W Business

C&W Business

Hospitality IPTV Solutions

GARTNER  
magic quadrant

07:19 pm  
June 2, 2017

C&C and Vertical Solutions

to CHIEF 2017 C&W Business welcomes you to CHIEF 2017 C&W

Manage y  
WAN/LAN  
security, a  
mobile freei  
resource



# INVESTING IN OUR LEADERS

Our people, our most important asset, through our new Leadership, Training and Development Programme designed for middle managers we are enhancing their leadership capabilities.





# TRANSFORMATIVE TECHNOLOGY

We've been there through every stage of technological innovation and development within this region, leading the way from dial up to high-speed; from brick-and-mortar stores to e-shops; from notebooks to Microsoft Word; from flip phones to smartphones, from waiting in a doctor's office to getting long-distance diagnoses to state of the art telemedicine solutions.

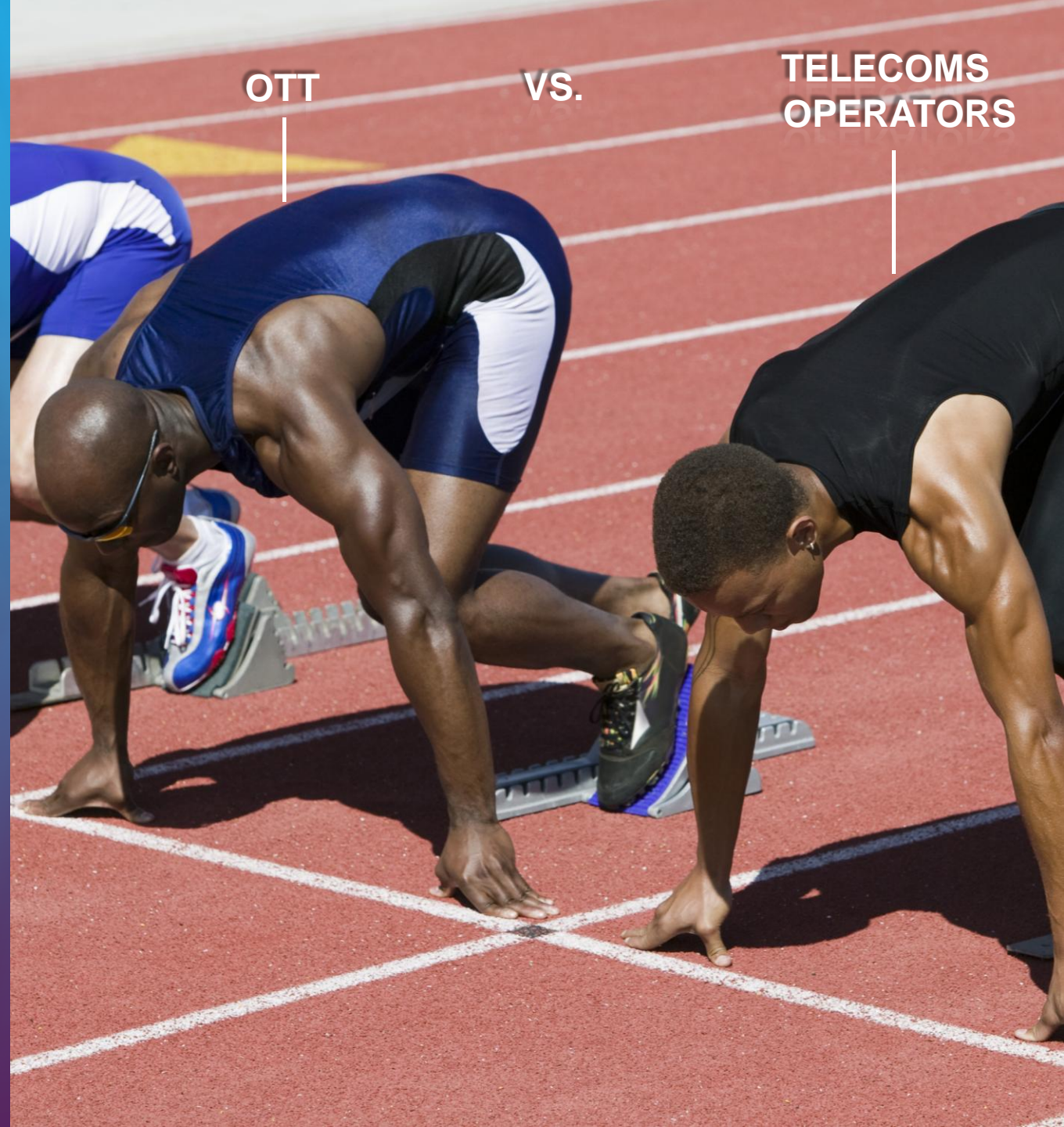




# CHANGING THE REGULATORY ENVIRONMENT

But our investments are impeded if the regulatory environment in which we operate impedes instead of facilitates continued investment.

We are in an intensely competitive industry – Not just from in-market entities, but from new types of competitors like OTT.





# BUILDING TOMORROW TOGETHER

This is, of course, the great thing about CANTO – it is perhaps the only forum where all of us can have a frank and open discussion about the telecommunications landscape in the Caribbean.



# LET'S WORK TOGETHER

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Let's work together to make the commitment to enact policies that will facilitate an enabling regulatory environment.





A hand holds a smartphone horizontally, displaying a landscape of a bridge over a forested valley. The entire image has a blue-to-purple gradient overlay.

**INVEST. INNOVATE. EMPOWER**  
as we build stronger partnerships to drive our regional ICT agenda





**THANK YOU**

Q & A