



Central Office & Information Technologies Seminar



September 19 – 20, 2019

Best Western **PLUS** Agate Beach Inn
3019 N. Coast Hwy – Newport, OR 97365




Central Office & Information Technologies Seminar

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Best Western Plus Agate Beach Inn - Newport, Oregon 97439

Program Agenda

Thursday – September 20

- | | |
|-------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 6:45 a.m. – 8:00 a.m. | Registration |
| 7:00 a.m. – 8:00 a.m. | Buffet Breakfast |
| 8:00 a.m. – 8:10 a.m. | Welcome and Announcements; Vendor Introductions – Gene de Vore , Data Operations Manager, DirectLink; OTA CO-IT Committee Chair |
| 8:10 a.m. – 8:15 a.m. | Vendor Quick Topic |
| 8:15 a.m. – 9:15 a.m. | <p>“Intermediate Battery Maintenance for DC Plants and UPS.” – Curtis Ashton, Training Director,</p>  <p>AMERICAN POWER SYSTEMS, LLC
Most people know that they should periodically take voltage and internal ohmic (resistance/impedance/conductance) readings on their -48 VDC plant and/or UPS batteries in order to properly maintain them. Fewer people know how to properly take those readings, and even fewer know how to interpret them. This presentation will help the listener learn how to properly take and interpret these readings, as well as the important readings of battery float current (and ripple current in the case of a UPS). Finally, visual inspections of flooded batteries will be covered.</p> |
| 9:15 a.m. – 9:35 a.m. | Refreshment Break / Visit Exhibits |
| 9:35 a.m. – 9:40 a.m. | Door Prizes |
| 9:40 a.m. – 9:45 a.m. | Vendor Quick Topic |
| 9:45 a.m. – 10:45 a.m. | <p>“Intermediate Battery Maintenance for DC Plants and UPS.”....Continued – Curtis Ashton</p>  <p>AMERICAN POWER SYSTEMS, LLC</p> |
| 10:45 a.m. – 11:05 a.m. | Refreshment Break / Visit Exhibits |
| 11:05 a.m. – 11:10 a.m. | Door Prizes |
| 11:10 a.m. – 11:15 a.m. | Vendor Quick Topic |
| 11:15 a.m. – 12:15 p.m. | <p>“How Telcos Save Millions with Superior Remote Monitoring & Control.” – Andrew Erickson,</p>  <p>Applications Engineer, DPS Telecom
Poor situational awareness happens when your remote monitoring system isn't correctly designed, installed, and provisioned. Your people don't receive clear, up-to-the-minute intelligence about every remote site, so they're stuck trying their best to "do a good job". They're woken from their beds by sudden infrastructure emergencies and even service-affecting outages – incidents that could have been anticipated and prevented as part of routine operations. Think of the wasted budget dollars and the public-safety impact of poor communications reliability. In this focused session, you'll learn the 4 major threats to your service reliability & your budget - and how to solve them.</p> |
| 12:15 p.m. – 1:45 p.m. | Buffet Lunch / Visit Exhibits |
| 1:45 p.m. – 1:50 p.m. | Door Prizes |
| 1:50 p.m. – 1:55 p.m. | Vendor Quick Topic |

1:55 p.m. – 2:55 p.m.

“How your Network Gets Paid for – Regulatory Rules and Updates.” – RJ Del Mese, Partner and Chad Holzer, Senior Manager



We will take a high level view of how a cost study works and how we strategically maximize support for our network. We will also review the regulatory changes over the last 10 years and provide insight on the major changes; including the 2011 Reform Order, ACAM/ACAM II, new limitations and the hot topic of CBOL.

2:55 p.m. – 3:15 p.m.

Refreshment Break / Visit Exhibits

3:15 p.m. – 3:20 p.m.

Door Prizes

3:20 p.m. – 3:25 p.m.

Vendor Quick Topic

3:25 p.m. – 4:25 p.m.

“USF Performance Testing: Burdens, Tripwires and What it Means for the Future of Rural Carriers.” –

Brian Ford, Director of Industry Affairs,  **NTA** THE RURAL BROADBAND ASSOCIATION

Rural carriers' FCC imposed obligations to test the actual performance of networks supported by universal service support are taking effect very soon. Brian Ford will discuss how rural carriers can meet these obligations and the hurdles they will face, as well as industry representatives' continuing efforts to ensure that performance testing does not unnecessarily burden small providers. In addition, Brian will discuss why performance testing mandates, if done right, are a differentiation opportunity for rural carriers and why this is important as the USF evolves over time.

5:00 p.m. – 6:00 p.m.

Welcome Reception (followed by dinner on your own).

Friday – September 20

7:30 a.m. – 8:30 a.m.

Buffet Breakfast

8:30 a.m. – 8:35 a.m.

Welcome and Announcements

8:35 a.m. – 9:35 a.m.

“Legislative & Regulatory Updates.” – Brant Wolf, Executive VP, 

Brant will provide an update on legislation that passed and the OTA legislation that failed during the Legislative Session. In addition, there are several proceedings ongoing at the OPUC related to COLR, Universal Service and other issues that will be discussed.

9:35 a.m. – 10:05 a.m.

Refreshment Break / Hotel Check-out / Visit Exhibits

10:05 a.m. – 10:10 a.m.

Door Prizes

10:10 a.m. – 11:40 a.m.

“It’s so easy to be bad.” – Brian Robison, Chief Evangelist,

Brian will give us a firsthand look at how cybercrime is conducted today, how to combat the most damaging attack strategies, and how to even prevent threat that have never been seen before. Take a journey with us as we explore the enemy, revealing tactics and tricks, so you don't become the next cybercrime victim. Audience members will be invited to participate in a live ransomware attack to find out how easy it is to obtain, weaponize and deliver malware as well as learn techniques that adversaries use to bypass traditional security solutions.

Also learn about the explosion of fileless attacks resulting in the decline of more traditional executable malware. While fileless attacks are not executable files, the vast majority actually come from a file; weaponized documents. Come see this session to get a deep understanding of several techniques being used today by APT32/OceanLotus to attack their victims. You will learn how to replicate their techniques to better test your defenses.

11:40 a.m.

Final door prizes and adjournment



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Lodging and Registration Information

For hotel reservations, call 1-541-265-9411. Please indicate that you are with the **OTA CO-IT Seminar group**. **The cut-off date for making hotel reservations is Sunday – August 18, 2019.** Please make your room reservation as soon as possible to ensure access to our group room block.

Room Type	Rate Per Night
Hillside	\$ 109.00**
Ocean View	\$ 129.00**
<i>**All room rates are based on single or double occupancy and are quoted exclusive of applicable local tax, currently 11.3%. Each additional adult will be charged \$10.00 per room per night. These rates are net, non-commissionable and subject to change.</i>	
	11.3%**

Please submit your seminar registration form to the OTA office by Monday – September 9, 2019.

Member Registration; received by September 9 (includes Telephone Company employees of other State Associations)	\$ 325.00
Non-Member Registration; received by September 9	\$ 475.00
Guest Meals Registration; (only for add'l person over the first two registered attendees representing an exhibiting company; or for a spouse of a registered attendee)	\$ 100.00
Late Registration Fee; received after September 9 – please add	\$ 25.00
Member Exhibit Fee per Table; (in addition to seminar registration fee)	\$ 100.00
Non-Member Exhibit Fee per Table; (in addition to seminar registration fee)	\$ 250.00

Cancellations made after September 9, 2019 and “no-shows” will be charged the full registration fee.

Registration Fee Includes: Program, seminar materials, refreshment breaks, two buffet breakfasts, one buffet lunch and the evening Welcome Reception.

If you require special arrangements in order to fully participate in the seminar, please call the OTA office so we can discuss how to meet your needs.

You may pay with a credit card by registering for this event at www.ota-telecom.org or call the OTA office to process your payment by phone. We accept Master Card, VISA and Discover Card (we do not accept AMEX at this time).

Register on line at: www.ota-telecom.org

or

Mail, Fax or Email to: OTA • 777 13th St., SE – Suite 120 • Salem, OR 97301 • PH: 503-581-7430 • FAX: 503-581-7457 • sallen@ota-telecom.org

Please remember to bring items for door prize drawing activities!



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Seminar Registration Form

Completed registration form(s) must be received in the OTA Office by 5:00 p.m. Monday – September 9, 2019

Member Registration for the first attendee; received by September 9 (includes Telephone Company employees of other State Associations)	\$ 325.00
Non-Member Registration; received by September 9	\$ 475.00
Guest Meals Registration; (only for add'l person over the first two registered attendees representing an exhibiting company; or for a spouse of a registered attendee)	\$ 100.00
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Member Exhibit Fee per Table; (in addition to seminar registration fee)	\$ 100.00
Non-Member Exhibit Fee per Table; (in addition to seminar registration fee)	\$ 250.00

PLEASE NOTE: Hotel policy requires guaranteed number of attendees one week prior to our event. We appreciate your understanding of this. **Cancellations made after September 9 & “no-shows” will be charged the full registration fee.**

Exhibitor and Sponsorship details are on a separate form. Please register early --- space is limited!

Payment Information:

Payment Enclosed: Check # _____ Bill my Company: Your Purchaser Order # _____

You may pay with a credit card by registering for this event at www.ota-telecom.org or call the OTA office to process your payment by phone.

Attendee(s) Registration Fee(s): \$ _____

Exhibit Table Fee(s): \$ _____

Sponsorship Contribution: \$ _____

Total Registration Amount: \$ _____ Signature: _____

Contact Person: _____ **Email:** _____

Company Name: _____ **Telephone #:** _____

Address: Street, City, State, Zip: _____

Attendees: Name: _____ Email: _____

Name: _____ Email: _____

Name: _____ Email: _____

Name: _____ Email: _____

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Exhibit and Sponsor Registration Form

PLEASE NOTE: Hotel policies require **guaranteed number of attendees** one week prior to our events. We appreciate your understanding of this. **Cancellations made after Monday – September 9, 2019 are not refundable.**

Please complete both the seminar registration form & the exhibit/sponsor form when registering. The first two people representing an exhibiting company must register for the seminar & each pay the full registration fee. Any additional person(s), after the first two registered attendees, representing the same company pay only the guest meals fee of \$100.00 each. Payment options are listed on the seminar registration form. Six-foot skirted tables are included for each exhibit.

Once again this year we are including "Vendor Quick Topics as a part of our program agenda. We are offering our exhibiting vendors an opportunity to get up in front of the attendees to give a brief 5-minute presentation on a new product, service or item you would like to introduce or make known with the intent of drawing more visits to the exhibit booths. We will have a total of five sessions available on the first day of the event on a first-come, first serve basis. These short segments will be slotted at the beginning of each scheduled presentation. To get your name on the roster to present one of our "Vendor Quick Topics," contact Susan at 503-581-7430 or sallen@ota-telecom.org. Don't miss out --- SIGN UP TODAY!!!

Company Name: _____

Contact Person: _____

Address: Street, City, State, Zip: _____

Telephone #: _____ **FAX #:** _____

Email: _____ **Please reserve _____ exhibit table(s) for my company.**

Please indicate whether or not you will need power to your exhibit table: Yes _____ No _____

Exhibit Fee: OTA Member \$100.00 for the first table; \$50.00 for each additional table
 Non-Member \$250.00 for the first table; \$100.00 for each additional table.

Shipping Instructions: To ship display materials or related equipment to the seminar site, please ship to arrive no earlier than two days prior to the event and arrange for items to be shipped out within two days after the event. You are responsible for the completion of all shipping labels. Any materials left over two days will be accessed a fee of \$25.00 per day for storage.

Ship to: Best Western Plus Agate Beach Inn
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EVENT: OTA CO-IT Seminar: September 19 – 20, 2019

Sponsorship Opportunities: If interested, please select the event(s) from the list below. If you wish to co-sponsor (for less than the full donation amount), please specify the level of contribution you wish to make, enter that dollar amount below and in the payment box on the seminar registration form. Sponsors will be acknowledged in the printed program, on-site signage, announced from the podium and in the next issue of OTA's quarterly e-Newsletter. Thank you for your support!

- Morning refreshment break (coffee, tea, bottled water) = \$325.00
- Afternoon refreshment break (coffee, tea, bottled water, soft drinks, cookies, brownies...) = \$500.00
- Evening reception = \$750.00 (or a portion thereof)
- General sponsorship = \$300.00

Amount of sponsorship contribution: \$ _____ (include amount in payment box on seminar registration form).

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or

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