

# Bringing Together Executive Leaders from Across the Latin American Cloud, Content and Telecoms Ecosystem



**cctLatam**  
2025

## The Latin American Cloud, Content and Telecoms Executive Summit

7-9 April 2025, Dominican Republic

A strategic platform to discuss key opportunities and challenges to advance network connectivity, infrastructure and new cloud services across Latin America

### With high-level speakers from:

ACTIS ● ANGOLA CABLES ● ASCENTY ● BESTEL ● BTS ● 3NTRO ● CAMBRIDGE MANAGEMENT CONSULTING ●  
CIRION TECHNOLOGIES ● C3NTRO GLOBAL ● DATACENTER HAWK ● DE-CIX ● EDGECONNEX ● EDGEUNO ●  
ELEA DATA CENTERS ● GOLD DATA ● INTELSAT ● JP MORGAN ● KENTIK ● KIO DATA CENTERS ● LIBERTY LATIN AMERICA ●  
LIBERTY NETWORKS ● META ● NETHINKER ● ORACLE COMMUNICATIONS ● O DATA ● PADTEC ● PINHEIRO NETO ●  
SEABORN NETWORKS ● STRATWORKS ● TAKODA DATA CENTERS ● TAM-1 ● TELCABLES BRAZIL ● TELCONET ●  
TELEFONICA GLOBAL SOLUTIONS ● TELXIUS

### Founding Partner



### Associate Partners



[www.cctevents.net](http://www.cctevents.net)



# What is CCT Latam 2025?

**CCT Latam 2025** has been developed in response to industry demand for the unique CCT model to be brought to Latin America. CCT Latam 2025 provides a participative and interactive summit that allows executive leaders from across the Latin American cloud, content and telecoms ecosystem to engage in high-quality and interactive strategic discussion on many of the challenges and opportunities faced in delivering infrastructure and connectivity across the region and look at real and actionable ways to work together, partner and collaborate. The summit is invitation-only and exclusively for executive-level attendees and **will be the only event of its kind in Latin America.**

- CCT Latam 2025 provides high-quality and substantive content through panel discussions and debates with executive speakers - the audience will be at the same peer level as the speakers allowing engagement and active participation in the discussions and dialogue.
- CCT Latam 2025 provides a unique opportunity and platform to learn and discuss with peers, share and collaborate on how to overcome challenges, define priorities and advance the future of the CCT ecosystem in Latin America.
- There is no press at the CCT Latam 2025 summit allowing for frank dialogue, meaningful discussions, and open audience exchange.
- In addition to discussions and dialogue, CCT Latam 2025 provides various high level social functions - seated lunches, networking breaks, cocktail receptions and dinners - where leaders can meet and network with each other.



## HIGH-QUALITY AGENDA including key discussions on:

- > The evolving cloud, content, and telecoms ecosystem in Latin America
- > Market outlook, drivers, and changing landscape
- > New infrastructure investment strategies
- > Evaluating existing and planned subsea cables and their impact on future connectivity across the region
- > Impact of AI on network and infrastructure investment across the region
- > How to develop optimum partnership and collaboration opportunities
- > Deep dive into two of the hottest markets: Brazil and Mexico
- > Edge connectivity, evolution of cloud and access to content in Latin America
- > Do the current data centre and connectivity models in terms of location, scale, and access meet current and potential future demand?
- > Special Analysis: Caribbean and Central America as the bridge between North and South America

# What is unique about CCT Latam 2025?

## The most exclusive gathering of senior leaders from across the Latin America cloud, content and telecoms ecosystem all under one roof

With our executive-only and invitation-only approach, we ensure the forum is high level and strategic in focus enabling the highest quality conversations both in session and out.

## Candid dialogue with C-level peers to overcome regional challenges and identify new market opportunities

The most influential leaders will gather at CCT Latam to engage in meaningful dialogue and contribute to open discussions that will shape the future of the Latin American marketplace through partnerships and collaborations across the cloud, content and telecoms ecosystem.

## Strategic insights and high-quality content

The topics and speakers have been carefully curated with extensive research with market players and the research team has a combined 40+ years of experience in the digital infrastructure market.

## CCT Latam will unite the full ecosystem

With a constantly evolving digital infrastructure market and changing requirements, the summit has been created to bring together the key executive leaders from across the full ecosystem and provide a platform whereby the fixed line and mobile carrier, service provider, cloud, hyperscaler, data centre and investment community can gain a shared understanding on common areas of interest.

## Who attends?

CEOs, CTOs, CCOs, CMOs, CSOs, VPs and Heads of Infrastructure, Network Engineering, Network Acquisition, Network Investment.

From:

- Telecom carriers and service providers (both fixed and wireless)
- Hyperscalers
- Cloud Providers
- Content Providers
- Data Centres

- Interconnect and Cross Connect Platform Players
- ISPs
- Private Equity and Investment Banking
- GEO and LEO satellite providers
- OTTs
- Broadcast and Media Companies

With representation across the full connectivity, cloud and content ecosystem.

**Registration to CCT Latam 2025 is by invitation only, there is a fee to attend, and attendees must meet executive-level criteria. To register your interest, please contact Rachel Jones at:**

[racheljones@theintelligentnetwork.net](mailto:racheljones@theintelligentnetwork.net)

## Monday 7 April 2025

### 6.00pm | Pre-event BBQ

Location: Minitas Beach - Cocomar area  
All CCT Latam 2025 attendees are invited

## Tuesday 8 April 2025

### 8.15am | Registration and breakfast

### 8.45am | THE FUTURE OF THE LATIN AMERICAN CLOUD, CONTENT AND TELECOMS ECOSYSTEM: MEETING EVOLVING CONNECTIVITY DEMAND, NEW BUSINESS MODELS AND REDEFINING PARTNERSHIP STRATEGIES

- The evolving cloud, content and telecoms ecosystem across Latin America; infrastructure, technology, services, applications, M & A activity, lack of funding and investment opportunities
- Drivers for connectivity growth and digital services, changing market needs – how will AI be applied in Latin America and how will this drive value
- Impact of 5G on market development
- Network monetisation; how to ensure ROI in the face of price erosion and competition
- What will the network of the future look like in Latin America?
  - > NaaS - is this hype or reality for Latin America?
- When is AI coming and what will be the anticipated impact? Preparing the ecosystem for the next wave of AI disruption
  - > where is Latin America on its automation journey?
- Understanding skills and talent needs to meet demand

**Moderator:** Erick Contag, President Board of Trustees, SUBOPTIC & CEO, STRATWORKS

**Speakers:**

Mehmet Akcin, Founder & CEO, EDGEUNO

Tito Costa, CRO, ELEA DATA CENTERS

Ray Collins, CEO, LIBERTY NETWORKS, SVP & Chief Strategy Officer, LIBERTY LATIN AMERICA

### 10.05am | Coffee Break

Sponsored by: 

### 10.35am | EVALUATING THE INVESTMENT LANDSCAPE AND IMPLICATIONS FOR THE FUTURE OUTLOOK, GROWTH AND DEVELOPMENT OF DIGITAL INFRASTRUCTURE AND CONNECTIVITY IN LATIN AMERICA

- Evaluating investment activity; how has the pace of investment in the region changed and what are the implications for connectivity and infrastructure developments?
  - > what is attracting investment now vs. anticipated investment in 3-5 years?
- How will recent data centres investments impact the market?
- Raising capital in Latin America - what is the best approach?
- Defining what makes an attractive investment in Latin America
  - > data centres vs. transport vs alternatives
- What is impeding growth?
  - > in a fragmented market, do regulatory frameworks impact investment decisions?
  - > implications of new governments and political stability on investment decisions in specific markets

**Moderator:** Tim Passingham, Chairman, CAMBRIDGE MANAGEMENT CONSULTING

**Speakers:**

Alex Swirski, Principal, ACTIS

Ricardo Olloqui, President & Co-Founder, BTS

Mattia Monti, Head of Latin America Media and Communications, JP MORGAN

Tiago Eler Silva, Corporate Partner, PINHEIRO NETO

### 11.45am | Coffee Break

Sponsored by: 

## Tuesday 8 April 2025 (Continued)

### 12.05pm | SUBSEA CONNECTIVITY: MEETING DEMAND VS OVERSUPPLY - EXISTING INFRASTRUCTURE, NEW CABLE BUILDS, NETWORK DIVERSITY AND LATENCY

- Evaluating the status of current subsea connectivity to the region and international connections; where are the new investments?, are we meeting demand or is there a build it and they will come approach? Will there be an oversupply?
- Providing diversity for the region through subsea routes and new investments
  - > what are the implications of current new cable builds and are there more to come?
- Evaluating the Landing Station Models in the region
  - > how can the cable landing stations work to move to edge nodes?
- How will the development of AI and LLM impact future needs?

**Moderator:** Erick Contag, President Board of Trustees, SUBOPTIC & CEO, STRATWORKS

**Speakers:**

Mario Martin, CEO, TELXIUS

Angelo Gama, CEO, ANGOLA CABLES

Steve Orlando, CEO, SEABORN NETWORKS

Mauricio Traverso, VP Americas, SPARKLE

### 1.15pm | Lunch

### 2.45pm | DATA CENTRES: DRIVERS OF DEMAND AND FUTURE INVESTMENT OPPORTUNITIES - IMPLICATIONS FOR CONNECTIVITY AND ACCESS ACROSS LATIN AMERICA

- The emergence of new data centres in the region - a review of investments in Brazil, Colombia, Panama and Mexico - what does this mean for connectivity across Latin America?
- What is driving demand for new data centres?
- Overcoming the challenge of lease vs ownership models
- Resilience and diversity - how critical is this to your business and are there sufficient options in the region? Is the decentralisation of data centres from Brazil a positive for the region and what opportunities does this create for growth?
- Which services and industry verticals are driving the need for moving data to the edge and how will this evolve over the next 3-5 years?
  - > to what extent will AI disrupt the region and impact demand?
- Overcoming the challenges of power and energy in a fragmented market
- do you move early and risk oversupply or wait and be late to the party?
- How can the industry better collaborate to meet demands and not overbuild?

**Moderator:** Steve Sasse, Regional Director, Americas, DATACENTER HAWK

**Speakers:**

Marcos Siqueira, COO, Ascenty

Gabriel del Campo, Regional VP Datacenters, CIRION TECHNOLOGIES

Phillip Marangella, Chief Marketing and Product Officer, EDGECONNEX

Eduardo Sodero, CEO, TAKODA DATA CENTERS

Carlos Pazmino, CEO, TELCONET

### 4.00pm | Coffee Break

## SIMULTANEOUS TRANSLATION AT CCT LATAM 2025

Please note all panel discussions will be simultaneously translated into Spanish, Portuguese and English at CCT Latam 2025 and all speakers participating will speak in their language of choice.

All questions asked by attendees will also be simultaneously translated.

## Tuesday 8 April 2025 (Continued)

### 4.30pm | THE FUTURE OF CLOUD, EDGE CONNECTIVITY AND CONTENT IN LATIN AMERICA AND IMPLICATIONS FOR INFRASTRUCTURE REQUIREMENTS IN THE REGION

- Identifying the changing shape of content distribution and implications for infrastructure, cloud and security?
  - > how will changing demand for cloud services impact network security needs in the region?
- Evaluating the Landing Station Models in the region
  - > how can the cable landing stations work to move to edge nodes?
- Evaluating demand for providing content closer to the user and implications for infrastructure
  - > is there increasing demand for bring data closer to the end-user? Or will access to power define future infrastructure investments?
  - > are the fibre links ready? Will there be more demand for new submarine, fluvial or terrestrial cables?
- Preparing for the wave of AI disruption and LLMs
  - > anticipating demand to process large AI data sets in metro areas - how will this change the shape of the market? Where do you find the power? Is there a business case for this or will data sets continue to be processed in hubs?
- How will green power come into play? Should investments focus on renewable energy to cope with demand?
- What are the unmet needs and how can the industry collaborate to meet these needs now and in the future?
- Predictions for what lies ahead in the next 3-5 years and implications for cloud and infrastructure requirements

**Moderator:** Gabriel Holgado, Founder & CEO, NETHINKER

**Speakers:**

Mehmet Akcin, CEO, EDGEUNO

Avi Freedman, CEO, KENTIK

Ivo Ivanov, CEO, DE-CIX

### 5.45pm | Cocktail Reception

Hosted by:  edgeuno

### 7.30pm | CCT Latam Dinner

All CCT Latam 2025 attendees are invited

## Wednesday 9 April 2025

### 8.30am | Welcome coffee and breakfast

### 9.10am | SPOTLIGHT ON MEXICO

- As the market with the most investment currently, this session evaluate recent developments in new data centre builds, FTTH developments, the changing competitive landscape and the implications for the future of connectivity and infrastructure in Mexico.

**Moderator:** Gabriel Holgado, Founder & CEO, NETHINKER

**Speakers:**

Renato Tradardi, CEO, GOLD DATA

Alejandro Estua, CRO, KIO DATA CENTERS

Simon Castro, President and Chairman, C3NTRO GLOBAL

Ricardo Hinojosa, CEO, BESTEL

### 10.25am | Coffee Break

## Wednesday 9 April 2025 (continued)

### 10.55am CARIBBEAN AND CENTRAL AMERICA - THE BRIDGE BETWEEN NORTH AND SOUTH AMERICA

- New subsea infrastructure investment is underway and data centre investments are creating new hubs across the region which is allowing for less reliance on Miami and Brazil as connectivity, cloud and content hubs and transit routes.
- How will the new subsea cables impact on the Caribbean which is heavily reliant on subsea infrastructure?
- Will the AI wave impact on local content, cloud and connectivity requirements?
- How will Central America and the Caribbean evolve as not only an attractive market in its own right but as a critical transit route to the US?
  - > is the Caribbean an attractive zone to install edge nodes for hyperscalers?
- The changing shape of infrastructure investments in the Americas and implications for business models and partnership strategies between Latam, Central America and the Caribbean

**Moderator:** Tim Passingham, Chairman, CAMBRIDGE MANAGEMENT CONSULTING

**Speakers:**

Julio Bran, CEO, TAM-1

Carmine Sorrentino, COO, LIBERTY NETWORKS

### 12.05pm SPOTLIGHT ON BRAZIL

- Evaluating the emergence of 2nd/3rd cities and the vibrant ISP landscape in Brazil - what is driving demand and how is this impacting the wider telco ecosystem in Brazil?
- Building out rural connectivity in Brazil - FTTH, satellite, 5G
- The connected North: how to effectively connect the Amazon region to the rest of the country without compromising on quality
- Using Brazil's power strength: how can the vast source of renewable and green power accelerate Brazil's position for the Hyper Scale (IA) data center demands?
- 5G race - what will be the impact on the Brazilian market?
- What lessons have been learned that other markets in the region can learn from?

**Moderator:** Carlos Raimar Schoeninger, CEO, PADTEC

**Speakers:**

George Farkass, Managing Director of Sales - Latam, INTELSAT

Guido Arata, Latin America Wholesale Sales Director, TELEFONICA GLOBAL SOLUTIONS

1.20pm | Lunch

2.40pm | Networking time and 1-2-1 meetings

4.00pm | End of summit



## Sponsoring CCT Latam 2025

Are you interested in elevating your brand in front of the most influential leaders in the Latin American cloud, content and cloud ecosystem? If you are interested in becoming a partner of CCT Latam 2025 or sponsoring one of the functions, please contact Rachel Jones at:

[racheljones@theintelligentnetwork.net](mailto:racheljones@theintelligentnetwork.net)

# Meet our partners

## Founding Partner



EdgeUno is the #1 ranked LATAM network in the world according to the CAIDA rank, delivering turnkey connectivity, cloud and edge solutions throughout Latin America and Emerging Markets. Our network includes over 50 Datacenters located in key cities across Argentina, Brazil, Chile, Colombia, Costa Rica, Ecuador, Egypt, Germany, Guatemala, Mexico, Peru, Puerto Rico, Saudi Arabia, Turkey, and the United States.

We deliver high-availability, low-latency, and high-capacity connectivity with services such as IP transit, EPLs, Waves and Dark Fiber. We also are capable of providing a full one-stop shop in terms of IaaS solutions with our Colocation, Smart Hands / Remote Hands, Logistics Bare Metal and also Cloud Services. EdgeUno is your key to Latin America and beyond.

For more information follow us on LinkedIn at [www.linkedin.com/company/edgeuno](http://www.linkedin.com/company/edgeuno).

## Associate Partners



Backed by EQT Infrastructure, part of the global investment organization EQT, EdgeConnex provides a full range of sustainable data center solutions worldwide. We work closely with our customers to offer choices in location, scale, and type of facility, from Hyperlocal to Hyperscale. EdgeConnex is a global leader in anytime, anywhere, and any scale data center services for a diverse portfolio of industries, including Cloud, AI, Content, Networks, and more. With a mission predicated on taking care of our customers, our people, and our planet, EdgeConnex strives to Empower Your Edge.

For more information visit [www.edgeconnex.com](http://www.edgeconnex.com)



Kentik is the network observability company. Our platform is a must-have for the network front line, whether digital business, corporate IT, or service provider. Network professionals turn to the Kentik Network Observability Platform to plan, run, and fix any network, relying on our infinite granularity, AI-driven insights, and ridiculously fast search. Kentik makes sense of network, cloud, host and container flow, internet routing, performance tests, and network metrics. We show network pros what they need to know about their network performance, health, and security to make their business-critical services shine. Networks power the world's most valuable companies, and those companies trust Kentik.

To learn more about Kentik, please visit [www.kentik.com](http://www.kentik.com)



Angola Cables is an internationally established ICT digital solutions and network services provider and has been ranked as the most interconnected operator\* on the African continent. Through our integrated IP networks and data centres, we provide extensive, low-latency, direct access connectivity to the largest IXPs, Tier 1 operators and global content providers. Through our owned, high-capacity SACS, Monet, WACS and third-party submarine cable networks, the company directly connects to more than 20 Points of Presence and Internet Exchange Points in the Americas, Africa, Europe and Asia. Angola Cables also operates two data centres, AngoNAP Fortaleza Tier III (Brazil) and the data centre, AngoNAP Luanda (Angola), and manages PIX in Brazil and Angonix Angola - one of the largest Internet Exchange Points (IXPs) in Africa. Through our partners and resellers in selected markets we offer advanced and secure connectivity solutions and services to a range of customers across multiple industries. \*The Center for Applied Internet Data Analysis (CAIDA) 2022

For more information, visit the website: [www.angolacables.co.ao](http://www.angolacables.co.ao)





## Strategic Consulting Partner



Cambridge Management Consulting (Cambridge MC) is an international consulting firm that helps companies of all sizes have a better impact on the world. Founded in Cambridge, UK, initially to help the start-up community, Cambridge MC has grown to over 150 consultants working on projects in 20 countries. Our capabilities focus on supporting the private and public sector with their people, process and digital technology challenges.

What makes Cambridge Management Consulting unique is that it doesn't employ consultants—only senior executives with real industry or government experience and the skills to advise their clients from a place of true credibility. Our team strives to have a highly positive impact on all the organisations they serve. We are confident there is no business or enterprise that we cannot help transform for the better. Cambridge Management Consulting has offices or legal entities in Cambridge, London, New York, Paris, Tel Aviv, Singapore and Helsinki, with further expansion planned in the near future.

For more information visit: [www.cambridgemc.com](http://www.cambridgemc.com)

## CCT LATAM 2025 VENUE

We have negotiated a special rate for CCT Latam 2025 attendees at the **Casa de Campo Resort & Villas**  
Carretera La Romana -  
Highway La Romana 22000  
Dominican Republic  
Tel: +1 809 523 3333  
[www.casadecampo.com.do](http://www.casadecampo.com.do)

Please contact Lisa Marie Maher at [lisa@cctevents.net](mailto:lisa@cctevents.net) for more information.



## How to register

Registration is by invitation only, there is a fee to attend and attendees must meet executive-level criteria. Please register your interest at [www.cctevents.net](http://www.cctevents.net) if you are interested in applying to attend or contact Rachel Jones at [racheljones@theintelligentnetwork.net](mailto:racheljones@theintelligentnetwork.net) and we will provide qualification details and attendee rate.