



HGC at ITW 2017



As the prime sponsor of this year's International Telecoms Week (ITW), HGC was highly involved in the the conference held at Hyatt Regency Chicago and Swissotel from 14-17 May 2017. HGC's team was delighted to have closed deals with many partners and clients, and used this platform to make different announcements and do media interviews.



HGC appeared on the front page of ITW Daily for 3 consecutive days.



ITW 2017 was held from 14-17 May in Chicago.

Agreements with Oteglobel and Telenor

HGC cooperated with Oteglobel to provide a world-class connectivity solution via both companies' extensive networks and data services, including HGC's and Oteglobel's unique backbones in Asia and Europe respectively, as well as the new Asia-Africa-Europe-1 (AAE-1) cable. Furthermore, HGC signed an IPX-peering agreement with Telenor to enable mobile network operators and carriers served by the two companies to exchange IP traffic.



Click [HERE](#) to learn more about HGC & Oteglobel's agreement



Click [HERE](#) to learn more about HGC & Telenor's agreement

Big Interview on ITW Daily



HGC EXPANDS AS OTT PLAYERS EXPAND THEIR VISION

Hutchison Global Communications is expanding its business with over-the-top providers, says **Andrew Kwok**, as they expand to native a global market. Interview by **Alan Burkitt-Gray**

Most people in the telecom industry struggle to see the OTT (over-the-top) providers as a threat to their core business. In fact, they see them as a source of new revenue. But Andrew Kwok, President of International & Carrier Business at HGC, sees things differently. He believes that OTT providers are not just a source of new revenue, but a source of new customers. He says that HGC is expanding its business with OTT providers, and that this is a key part of its growth strategy.

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HGC's President of International & Carrier Business, Mr Andrew Kwok, was interviewed by ITW and featured in the "Big Interview" on ITW Daily (Monday issue, 15 May 2017). In the article, Mr Kwok shares his observations on OTT trends. As a pioneer, HGC has been expanding its OTT customers since several years ago. Mr Kwok says carriers should become more "outward-looking" to meet OTTs' expansion needs. Read the full article [HERE](#).

"Who's Bad?" Michael Jackson tribute concert at ITW 2017

To express gratitude to friends and partners' continuous support, HGC invited "Who's Bad?", the longest-running Michael Jackson tribute band, to perform at ITW 2017. The concert was held on 16 May at Hyatt Regency Chicago. We were delighted to have received an overwhelming attendance. Click [HERE](#) to take a look at the highlights!



HGC & PLDT partner to enhance APAC connectivity



HGC and PLDT signed a joint marketing agreement (JMA). This includes end-to-end service provisioning, mainly via the Asia America Gateway (AAG) and Asia Pacific Cable Network (APCN-2) cable system. With this convergence, enterprise customers are now provided with enhanced connectivity across the globe. Click [HERE](#) to learn more.

HGC wins Global Telecoms Business Awards 2017

We are proud to announce that our joint project with ICG, “Go-To-Cloud Xpress”, has won Enterprise Service Innovation at the Global Telecoms Business Awards 2017. HGC’s team attended the awards dinner held on 23 May 2017 at the London Marriott Hotel Grosvenor Square. We are pleased to receive recognition for our hard work and innovation, and will continue to grow with our customers.



Mr Oyowwe Okorodudu, HGC’s Assistant Vice President of EMEA, accepted the award.



HGC & ICG’s “Go-To-Cloud Xpress” won GTB’s Enterprise Service Innovation.

Event listings:

[Asian Carriers Conference](#)

12 – 15 Sept 2017
Cebu, the Philippines

[WAS#6](#)

25 – 28 Sept 2017
Marrakech, Morocco