



an ITU Telecom event

6-9 September 2020 in Ha Noi, Viet Nam

ITU DIGITAL WORLD 2020

Building the digital world. Together

The global tech event for government, industry and SMEs.



Ha Noi, 6-9 September

ITU Digital World 2020

"Building the digital word. Together." is the aim of ITU Digital World 2020, hosted by the government of Viet Nam in Ha Noi from 6 to 9 September 2020. The event will focus on innovation and collaboration in technology, policy, business and strategy to accelerate digital transformation for the benefit of all.

Our global platform brings together tech leaders, policy makers & regulators, industry experts and SMEs to exhibit solutions, share knowledge and network at the highest level.



Ha Noi, 6-9 September

influential audience

- Heads of state and government, heads of international organizations
- Ministers and regulators of ICT and other related sectors including finance, transport and health
- C-level industry executives from companies across the industry ecosystem
- Small and medium enterprises (SMEs), entrepreneurs and innovators
- Academia and consultants
- Digital visionaries
- Global media





Ha Noi, 6-9 September

exhibition



Exhibiting at World 2020 offers international visibility, partnership, business and networking opportunities with our powerful global audience

- National Pavilions
- Independent Stands
- Thematic Pavilions
- SMEs

National Pavilions



ITU
DIGITAL
WORLD

'20

Ha Noi, 6-9 September

As the UN specialized Agency for ICT issues, ITU is proud to feature National Pavilions from around the world.

Governments invite regional operators, selected local SMEs and innovation entities to join the exhibition within their National Pavilions.

- **Highlight** your country's innovative tech SMEs, services, projects and investment potential
- **Access and network** with decision-takers and policy makers from emerging and developed markets
- **Explore** partnership opportunities, business deals and high-quality leads

Independent Stands

Options for companies of all sizes, from fully-customizable raw space to cost-effective, practical turnkey solutions:

- **Highlight** key services, projects and investment potential
- **Access** decision-takers and policy makers from emerging and developed markets
- **Explore** partnership and business opportunities
- **Network** with governments, industry & peers in targeted activities



Thematic Pavilions

Bringing together associations, companies, organizations and SMEs focused on a key sector of the ICT ecosystem, such as satellites or cybersecurity.

- **Highlight** key projects, innovations and investment potential
- **Connect** your sector experts or association membership to the broader tech ecosystem
- **Explore** partnership and business opportunities
- **Network** with governments, industry & peers



Ha Noi, 6-9 September

sponsorships &
onsite advertising



The ideal way to reach and engage with global decision makers. Choose from sponsorship of:

- **Networking** events including Leaders Lunch, Networking Breaks and the Opening Ceremony
- **Branding, advertising and spaces** including Registration & Lanyards, LeaderSpace & Refreshments and the Event App
- **Content-related activities** including Co-hosted Sessions, Plenary Sessions and the SME Programme



Speak to us directly to find the option that best fulfils your objectives



Ha Noi, 6-9 September

sme programme



SMEs joining the event benefit from a programme of targeted activities to foster skills, make connections and grow business:

- Capacity-building masterclasses led by investors
- Pitching development and sessions
- Business matchmaking and networking
- SME-focused Forum debates
- Entering the ITU Digital World Awards



Ha Noi, 6-9 September

forum



"Building the digital world. Together."

World-class speakers, international perspectives and expert opinions on the power of innovation in technology, policy and strategy to drive global digital transformation.

Key topics include:

- New business models for new technologies in IoT, 5G, Industry 4.0
- New approaches to closing the connectivity gap
- Digital literacy, education and content
- Future use scenarios and challenges of AI
- Smart sustainable solutions for cities and businesses
- Innovation in spectrum policy and regulatory frameworks
- Digital citizenship, data security and e-skills
- Innovative ecosystems and digital entrepreneurship hubs

LEADING
WITH IDEAS,
INFLUENCE
AND
INSPIRATION.

Forum Sessions

- Ministerial roundtables
- Panel sessions
- Industry experts/regional CEOs roundtables
- Plenary sessions
- Partner sessions
- Workshops



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networking



High-level networking

Networking spaces and tools including the Event App, LeaderSpace and InnovationSpace, alongside networking events such as:

- Opening Ceremony
- Leaders Lunch
- Networking Lunches & Breaks
- Dinners, Receptions & Happy Hours
- Business Matchmaking Service

Business Matchmaking Space



Business Matchmaking

The professional B2B and B2G matchmaking Service at ITU Digital World connects event participants:

- Online registration for targeted matchmaking
- Dedicated showfloor matchmaking zone
- Explore potential partnerships, leads, investments and collaborations between public and private sectors internationally

ITU Digital World Awards



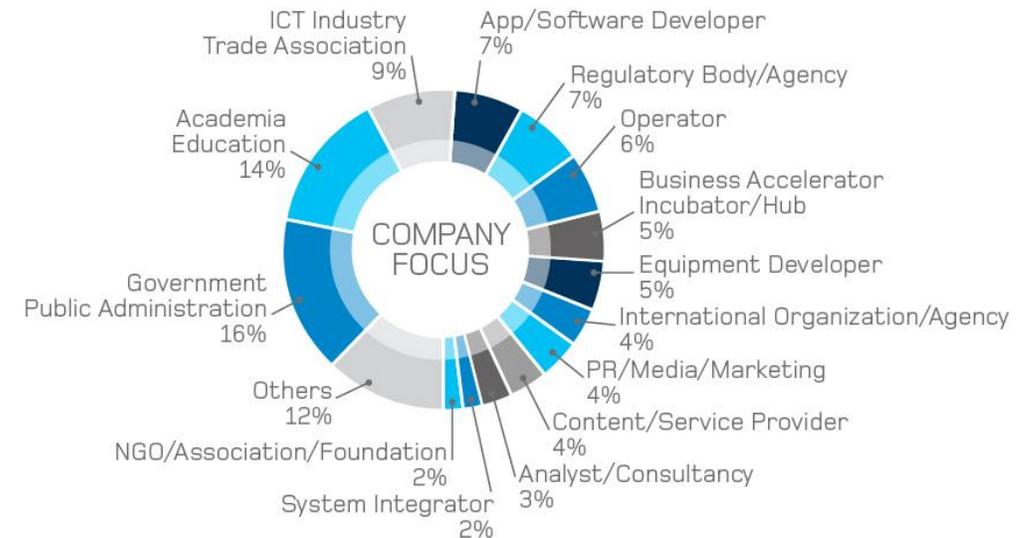
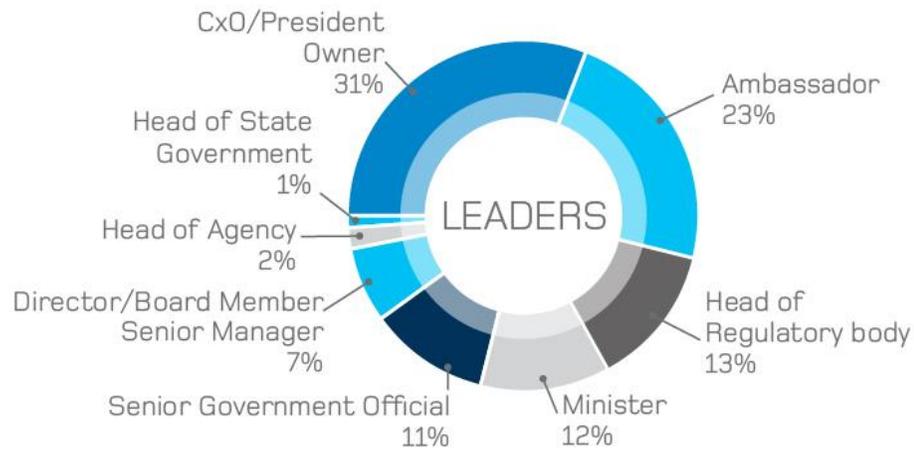
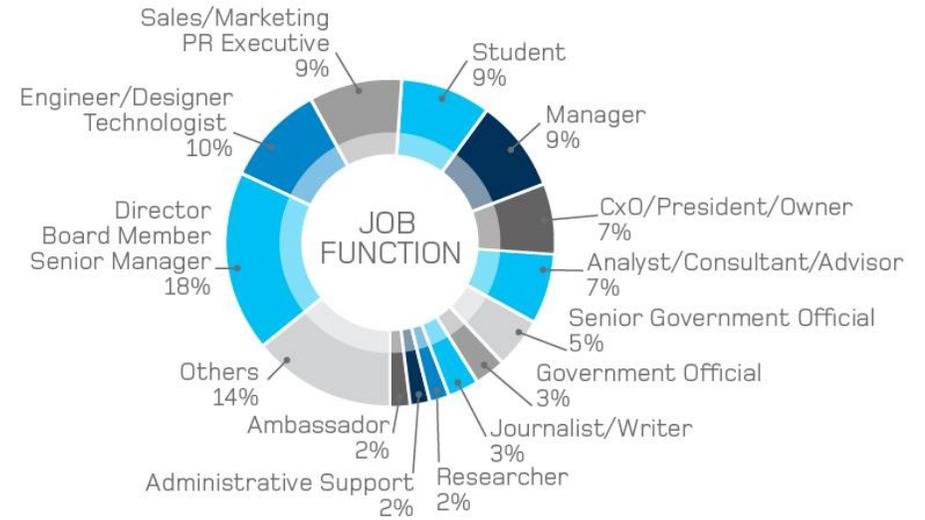
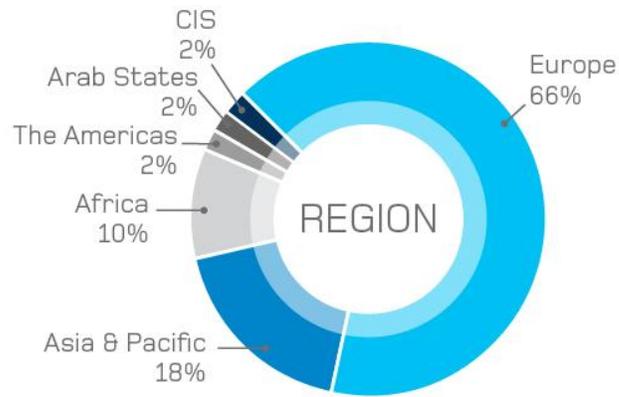
The ITU Digital World Awards celebrate innovative ICT-based SMEs and industry initiatives with real social impact — offering UN recognition, global visibility, partnership and networking opportunities

- ★ ITU Digital World Global SME Awards
- ★ ITU Digital World Global Industry Awards
- ★ ITU Digital World Government Award
- ★ ITU Digital World Host Country SME Award



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ITU Digital World 2019 in figures





4000

**participants from 125
countries**



270+

**exhibitors, sponsors and
partners**



250+

expert speakers



300+

**ICT leaders from
public & private sector**



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2019 success stories

“ This is extremely good because it allows us now to take our message to a bigger audience, which is the reason we came here in the first place. We have so many discussions, the opportunities we see, taking that message to governments – it is exceptional.”

Joel de Messan, CEO, Equanet

“ Being now in a place where ITU can recognize us for the work we have done, this is just the beginning, this is a long journey but it has started well, thank you! I met wonderful people who understand the problems and really want to make a difference, and it’s overwhelming.”

Serge Conesa, CEO & Founder, Immersion4

“ Taking part in the SME Programme and Awards gave us first-hand experience of other tech solutions from around the world, global exposure to investors, media, government and international organizations, and an opportunity to learn from other tech companies on their disruptive solutions. The Global SME Award for Best Business Model has given us a bigger endorsement in referencing the ITU platform. With this recognition, the future looks amazing and very positive!”

Richmond Frimpong, Managing Director, Vokacom

“ I am very excited to know a lot of people are recognizing the work we are doing. Here you get to network with people you wouldn’t have back home, some of whom want to work with us when we go back, so we are going to convert all this into business.”

Mercy Njue, Botlab



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2019 testimonials

“ It is critical for us to be here – we learn new things being done in other countries, we share our experiences with our colleagues, we meet companies with innovative products to sell, we meet leaders in the field and discuss emerging issues. ITU Telecom World has helped us develop many of the critical innovations that we are working on in Ghana.

Ursula G. Owusu-Ekufu, Minister of Communications, Ghana

So much value! We meet with our own members who are here, it is perfect timing to talk with them to tell us what their priority needs are. It is also an opportunity for us, too, because there are other industry players who come to us who need to know about CTO, to take part, help promote the digital economy and become a sector member of CTO.

Gisa Fuatai Purcell, Acting Secretary General, CTO

It is an extremely interesting platform where regulators, governments, private sector and everybody comes together and shares ideas. What is important is that everyone does not need to reinvent the wheel - so people should collaborate, learn, and benefit from each other's experience, and that is the best value that this kind of platform offers.

Dr. R S Sharma, Chairman, Telecom Regulatory Authority of India

As always, we attend ITU Telecom World in order to benefit from global best practices, to find out what is going on in other economies, to borrow from their experiences and also share our own ideas on how we deploy services in emerging technologies, AI, 5G, the Internet of Things. Coming here will enrich our experience on how best we are going to do this.

Umar Garba Danbatta, Executive Vice Chairman & CEO, Nigerian Communications Commission

The value of attending is immeasurable. One of the most important things is that you get to listen and be exposed to different experiences, bringing together people from very diversified backgrounds, different countries, different organizations.

Petros Galides, Deputy Commissioner Electronic Communications, Cyprus ”

“ I have had a spectacular time. The panels have been fascinating, really interesting and well put together, and having so many senior level government folks who are sharing their thoughts is invaluable. Having the ability to meet with individual countries, I was very excited to see when I walked around the exhibit floor how many countries are here so you can actually go and spend some time and talk with them.

Jennifer Manner, Senior Vice President of Regulatory Affairs, EchoStar Operating LLC

Networking, exchanging the way forward, what is available today and what will be available tomorrow, is very helpful and interesting at this event.

Marc Vancopponelle Global Head of Government Relations, Nokia

ITU Telecom World has had historic success - it a great place to come and meet, and listen to and learn from, so many wise and well-travelled people.

Gabriel Solomon, Head of Government & Industry Relations, Europe & Latin America, Ericsson

Conferences like this promote understanding between different peoples, different cultures, they are a very important component of a healthy international society. There is such a rich display of innovation and what is happening in terms of connectivity and telecoms around the world that there is always something to learn.

Francis Gurry, Director General, WIPO

“We know that in ITU decision makers are coming from the government sector, the private sector and also minister level. So it will help us to understand what they are going to decide for the future so we can align ourselves and our companies with those rules and regulations they are introducing to the world.

Mohsen Abouei Mehrizi, Chairman, ESM Telecommunication

This kind of event is critical, it brings like-minded people together at a senior level who really want to engage, you don't have to start with this kind of polarized, disparate set of ideas and views, you start very much on the same page and from there you can actually build those relationships and turn them into activities and projects. From our perspective it's crucial.

Salem Avan, Director, Policy Strategy & Governance Div., UN Office of ICT ”

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