

# ETIS - THE COMMUNITY OF TELECOM PROFESSIONALS

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COMMUNITY  
GATHERING 2025  
SPONSORSHIP  
OPTIONS

# ETIS COMMUNITY GATHERING 2025

## “How Resilient Telcos Leverage AI and Navigate New Markets to Create Value”

Thank you for your interest in supporting the next **ETIS Community Gathering!**

As the premier conference of European telecom professionals, this two-day event presents an invaluable networking and collaboration opportunity for all of ETIS' Telco Partners and Supporting Parties. Building upon the enormous success of our post-pandemic Gatherings in **Rome (2022)**, **Berlin (2023)** & **Prague (2024)**, we are looking forward to once again welcoming you in person.

Are telcos expanding into new verticals because their core business is at risk, or is this a strategic move to unlock new business opportunities, increase Customer Lifecycle Value (by reduced churn of bundling of services) and open new revenue streams? There are many telcos entering the **Energy vertical** (selling electricity, solar panels or home batteries), **Insurance vertical** (selling home, travel or smart phone insurances), or **Smart Home Business vertical** (e.g., alarm systems).

Investor confidence remains lukewarm; they see diversification as a potential distraction rather than value creation. This leads to pressure on telco management for quick returns from new investments, complicating the balance between long-term innovation and short-term profitability. How resilient can telcos stay in this environment, while keeping their competitive edge?

After the initial hype cycle at the end of 2022, **Artificial Intelligence (AI)** is now being prioritized within telcos in Europe, where it is viewed as a transformative tool for operational efficiency and potential revenue generation.

However, there are concerns about overestimating AI's impact, as telcos juggle multiple AI initiatives with varied expectations and unclear immediate returns.

During the 2-day ETIS Gathering, the challenges and opportunities the European telecom sector faces will be discussed in depth. **ETIS invites your organization to take a leading role in shaping the future of the sector.** Our conference will gather C-suite executives, industry experts, and decision-makers to discuss how telecom companies can leverage AI and other emerging technologies to redefine value and diversify revenue streams in an increasingly competitive environment.

We offer a variety of **sponsorship levels** that can be further tailored to your goals.

Sponsoring the ETIS 2025 Gathering offers a unique opportunity to showcase your brand, connect with industry leaders, and highlight your commitment to driving innovation in the telecom industry.

We would be honored to have your support as a sponsor of our event and partner with us in leading the telecommunications sector towards a future powered by AI and innovation. You can contact me via [wdm@etis.org](mailto:wdm@etis.org).

We look forward to being in touch and hope to see you in Athens!.

Kind Regards,  
Wim De Meyer  
ETIS Managing Director

# GENERAL INFORMATION

## DATE

June 5 – 6, 2025

## REGISTRATION

Open – via this [LINK](#)

## LOCATION

### **Royal Olympic Hotel**

Athanasίου Diakou 28, Athina 117 43, Greece

\*Exhibition, networking and meeting space

On Thursday evening there will also be an organised networking and dinner opportunity in the city centre.





# THE BASICS



**250+**  
participants

In this event, ETIS brings together the major telecommunications providers in Europe, with over **250 participants from our Community base**. This consists of **31 Partners** (operators) and **17 Supporting Parties** (suppliers), representing the industry in **22 countries across Europe**.

**Network directly with decision-makers and implementers! Participant profiles range from senior managers/experts to heads of departments to the CxO, CxO-1 members of our Management Board.**

Each year the Gathering focuses on the direction of innovation and future of the telecom industry by deep-diving into challenges, opportunities and use-cases. From artificial intelligence to sustainability to 5G security, all of the sessions focus on the hottest topics and tech trends.

**As a prime sponsor, you have the opportunity to showcase your expertise and leadership through speaking opportunities and participation in our sessions.**



**50+**  
sessions

Participants gain deeper insight into trends, discuss challenges and share best practices with their peers across Europe. Working group sessions are designed to be interactive with tangible, concrete takeaways and solutions derived from workshops and roundtable discussions.

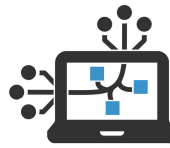
**Not only engage directly with your customers through the roundtable discussions, but get insights into their current challenges, needs and future vision in areas that matter to you - all while increasing your visibility and good-will as a supporter of this community.**

# PARTICIPANT DOMAINS

The following ETIS  
**W**orking **G**roups &  
**T**ask **F**orces meetings  
take part in our annual  
Gathering with their  
individual streams of  
sessions:



DIGITAL TELCO  
STRATEGY  
FORUM



NETWORK + IT  
TRANSFORMATION  
WG



ENTERPRISE  
ARCHITECTURE  
TF



COMPLIANCE  
WG



INFORMATION  
SECURITY WG



SECURITY  
AWARENESS TASK  
FORCE



BUSINESS CONTINUITY  
TF



ENERGY COST  
REDUCTION TF



DIGITAL SALES +  
CUSTOMER  
EXPERIENCE WG



DATA PRIVACY  
TF



DIRECT CARRIER  
BILLING WG



SMART CHARGING  
+ PAYMENTS WG



AI & DATA  
ANALYTICS TASK  
FORCE



SUSTAINABILITY  
WG



PROCUREMENT  
+SUPPLY CHAIN MGMT  
WG



TV CONTENT  
TASK FORCE

# WHY SPONSOR?

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## VISIBILITY

The ETIS Community Gathering is a unique networking and collaboration platform for the European telecommunications industry with operators from over **22 European countries**.

## REACH YOUR TARGET AUDIENCE

Interact with the decision makers from the industry-from our management board of CXOs and CXO-1s, to the other senior-level professionals participating in our **16 working groups!**

2

3

## POSITION YOUR BRAND

We offer **dedicated space and time** so that you can demonstrate to our Telco Partners and others in the industry that you are the thought leader in your field - providing innovative solutions and value added services for their customers.

## VARIETY OF LEVELS

We offer a variety of **sponsorship levels** that can be further tailored to your goals. Want your brand featured more prominently as participants enter the conference? Catch participants' eye during coffee breaks? Let us know!

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# TESTIMONIALS

## **Antonietta Mastroianni**

Chief Digital and IT Officer, Proximus

"As a council member of ETIS, I've found the working group meetings and webinars to be invaluable. They provide a platform for exchanging ideas, fostering innovation, and addressing industry challenges collaboratively. The insights and shared experiences from these sessions have significantly helped my colleagues and me to navigate complex issues and implement effective solutions. ETIS truly stands out as a hub for learning, networking, and growth in the tech sector."

## **Branimir Spajic**

Customer Finance Director, Hrvatski Telekom

"As a dedicated Board Member and Council Member of ETIS, I am delighted to express the profound impact this community has had on shaping the future of the European telecom industry. ETIS has evolved into a trusted collaboration platform that brings together major telcos in Europe to exchange knowledge, experiences, and best practices.

ETIS stands out due to its commitment to a participant-driven approach, allowing members to decide on topics for information exchange and meeting setups. This unique feature ensures that our discussions are dynamic and relevant, addressing the most pressing challenges facing the telecommunications industry today.

Exclusive access to benchmarks & surveys provides valuable insights instrumental in shaping strategic objectives and improving business performance. The focused working groups and task forces within ETIS address the top issues facing our industry, allowing us to pool our collective expertise and resources for the greater good.

In conclusion, my journey with ETIS has been transformative, both professionally and personally. The power of collaboration within this community has been instrumental in navigating the complexities of the telco industry, and I look forward to continued engagement and contribution to the shared success of ETIS and its members."







## A NUMBER OF WAYS TO INCREASE YOUR VISIBILITY

- Onsite signage
- Booths
- Speaking opportunities
- Branding on tote bags, inserts, steel mugs + other sustainable products







# **OPPORTUNITIES ONLY AVAILABLE TO MAJOR PARTNERS**



## **PRESENTATION IN THE COMMON SESSION**

As a diamond sponsor, your company's logo will be featured as a proud supporter of the ETIS community and you will be granted a speaking opportunity during the common session (attended by all working groups members, live streamed, recorded and published for later viewing).

## **SPEAKING OPPORTUNITY AT THE THURSDAY DINNER**



As a diamond sponsor, you have the opportunity to give a short welcome speech at the beginning of the Thursday, 5th June Gathering dinner (all working groups members in attendance).



## **SPEAKING OPPORTUNITY IN A RELEVANT WORKING GROUP**

As either a diamond, gold or silver sponsor, additionally you can deep-dive into a topic with your target audience! But note, speaking opportunities within working group sessions are subject to the same rules as in other meetings or webinars - it is an opportunity to share use-cases and demonstrate expertise in a topic. Sales pitches are not permitted.

