



Course	Techno-Economic Analysis for Broadband Networks																																										
Overview	<p>Value analysis studies are an integral part of every strategic marketing and business plan related with new products and services in the ICT industry. They are commonly used to compare important parameters such as capital and operational expenditures (CapEx, OpEx), life-cycle costs, revenue streams, discounted cash flows, and techno-economic evaluation measures such as the net present value (NPV) and the internal rate of return (IRR).</p> <p>Such studies offer a measurable output and can be used to support the decision making process related with the business or the market that a company should be in, the potential of certain technology solutions, or, the future of internal R&D projects, etc. In this course the methodologies and tools for technology/product planning and value analysis based on techno-economic evaluation measures will be described and analyzed.</p> <p>Each session is followed by a series of real life and project based case studies for participants to implement value analysis as part of a new ICT product business plan.</p>																																										
Who should attend	This Executive Seminar is addressed to managers/engineers/professional scientists working for operators and equipment manufacturers involved in network, system and subsystem design, operation and maintenance of telecommunications networks as well as business development and strategy planning.																																										
Prerequisites	<ul style="list-style-type: none"> ■ No mandatory prerequisites ■ Experience in related fields is recommended 																																										
Dates & Duration	<ul style="list-style-type: none"> ■ May 22,23,24,2012 ■ 3 days ■ 24 teaching hours 	<table border="1"> <thead> <tr> <th colspan="4">Class Daily Time Schedule</th> </tr> <tr> <th>Hr</th> <th>Starts</th> <th>Ends</th> <th>Intervals</th> </tr> </thead> <tbody> <tr><td>1</td><td>9:30</td><td>10:15</td><td></td></tr> <tr><td>2</td><td>10:15</td><td>11:00</td><td>11:00-11:15</td></tr> <tr><td>3</td><td>11:15</td><td>12:00</td><td></td></tr> <tr><td>4</td><td>12:00</td><td>12:45</td><td>12:45-13:00</td></tr> <tr><td>5</td><td>13:00</td><td>13:45</td><td></td></tr> <tr><td>6</td><td>13:45</td><td>14:30</td><td>14:30-14:45</td></tr> <tr><td>7</td><td>14:45</td><td>15:30</td><td></td></tr> <tr><td>8</td><td>15:30</td><td>16:15</td><td></td></tr> </tbody> </table>		Class Daily Time Schedule				Hr	Starts	Ends	Intervals	1	9:30	10:15		2	10:15	11:00	11:00-11:15	3	11:15	12:00		4	12:00	12:45	12:45-13:00	5	13:00	13:45		6	13:45	14:30	14:30-14:45	7	14:45	15:30		8	15:30	16:15	
Class Daily Time Schedule																																											
Hr	Starts	Ends	Intervals																																								
1	9:30	10:15																																									
2	10:15	11:00	11:00-11:15																																								
3	11:15	12:00																																									
4	12:00	12:45	12:45-13:00																																								
5	13:00	13:45																																									
6	13:45	14:30	14:30-14:45																																								
7	14:45	15:30																																									
8	15:30	16:15																																									
Instructors	Course Led by Dr I. Tomkos, AIT Professor																																										
Training Methodology	<ul style="list-style-type: none"> ■ Lecturing and Group discussion ■ Project Based Case studies 																																										
Course outline	<p>Strategic Technology Planning</p> <ul style="list-style-type: none"> ■ Scenario planning (topology, customers, service bunch profile etc.) ■ Technology Foresight and Forecasting ■ Market models: Predicting the Market <p>Business plans and value analysis</p> <ul style="list-style-type: none"> ■ Network planning process: The role of network value analysis ■ Cost models ■ Case Studies <p>Methodology for value analysis</p> <ul style="list-style-type: none"> ■ Techno-economic evaluation measures ■ Modeling methodology for value analysis: Bottom-up model ■ Sensitivity analysis ■ Techno-economic evaluation tool: VPI access makerTM ■ Case Studies concerning Broadband Access Networks ■ Case Studies 																																										
Expression of Interest	excedu@ait.gr please send your contact info, including program title in email subject line																																										
Registration Form	http://hermes.ait.gr/registrations/multiple.php?prog=320																																										
Venue	AIT, Building B7, INTRACOM Campus, 19 km, Markopoulou Av, Peania 190 02 How to Reach AIT: http://www.ait.edu.gr/ait_web_site/how_to_reach_us.jsp																																										
Tuition Fee	<p>Single Participation: 1.050,00€</p> <p>This course is also available for in-house training for 4-10 participants @ competitive pricing OAED funding may reach up to 100%, for more information please contact us. Discount Policy Cancellation Policy</p>																																										
Contact	Katerina Protonotariou, Executive Education Manager, AIT, kpro@ait.gr , +30 210 6682806, extn 5806																																										

