

**News Release**  
13 June 2006

## **Global Marine sees “Important Potential” in Caribbean Telecommunications Market**

*Forthcoming Global Marine CANTO 2006 conference presentation calls for realistic business planning and greater use of local partnerships to achieve goals*

**Chelmsford, UK:** Global Marine Systems Limited announces that it’s Commercial Director, **Stephen Scott**, will present “Telecommunications in the Caribbean 2006: Balancing Risk and Reward” at 11.25am on Tuesday 20th June at CANTO (Caribbean Association of National Telecommunication Organizations) 2006. With new telecom service providers now active in this region, the presentation will focus on the potential growth opportunities for the Caribbean telecom market and how they are best achieved.

Mr. Scott will call for greater collaboration between regulatory organisations, elected officials and telecom industry managers to ensure that new regional network projects are mutually successful for all parties involved.

He will also focus on the need for realistic business planning to assess whether there is sufficient “retail traffic” for newly built networks and also the importance of sustained levels of local employment as regional telecom markets become more competitive.

Commenting today, Stephen Scott said, “With an increasing number of service providers entering the Caribbean market, both local consumers and businesses, and those calling the Caribbean from abroad, are benefiting from greater communication choices at more competitive prices. However, to ensure that the Caribbean continues to benefit in the long-term, the industry needs to address complex issues upfront and CANTO 2006 provides an excellent industry forum to have this debate.”

Also in attendance at CANTO 2006 will be members of Global Marine’s Americas Team: **Joel Whitman** (Marketing Director), **Anne Smith** (VP Sales, Americas) and **Andy Bax** (Head of Submarine Networks).

In September 2005, Global Marine and NSW (Norddeutsche Seekabelwerke), installed the Grand Bahama to Bimini submarine network, which spans 120 km and links 8 Mile Rock on Grand Bahama Island to Alice Town on the Island of Bimini.

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Notes to Editors:

**For more information please contact:**

Peter Fitzpatrick/Kathryn Hughes

**hbl media**

Tel: +44 (0) 207 612 1830

Email: [peter@hblmedia.com](mailto:peter@hblmedia.com) / [kathryn@hblmedia.com](mailto:kathryn@hblmedia.com)

Deborah Bartlett

**Marketing & Communications**

Global Marine Systems Limited

Tel: +44 (0) 1245 702105

Email: [deborah.bartlett@globalmarinesystems.com](mailto:deborah.bartlett@globalmarinesystems.com)

**Additional information for editors:**

**About Global Marine**

Global Marine, an independent marine engineering company, has been in business for well over 150 years and continues to be the pre-eminent provider of submarine cable installation and maintenance services in the world. Operating the world's largest fleet of cable ships and subsea vehicles, it is a market leader in marine cable installation and maintenance for telecommunications, as well as scientific research, oil, gas, utilities and the renewable energy sector.

Global Marine is headquartered in the United Kingdom with regional offices in the United States and Asia. The company has established strategic alliances with several of the industry's leading companies and has successful Joint Ventures and partnerships with SBSS in China (China Telecom), NTTWE Marine in Japan (NTT) and ICPL in Singapore (SingTel and ACPL).

Global Marine has installed more undersea fibre optic cables than any other operator, and more than 50% of the world's buried fibre-optic cables have been installed by Global Marine. And between 30 and 40% of all subsea cables repairs and maintenance are undertaken by the company.

Learn more at: [www.globalmarinesystems.com](http://www.globalmarinesystems.com)

**About CANTO 2006**

CANTO 2006 runs from the 18th to 21st June at Barcelo Bavaro Convention Centre, Punta Cana, Dominican Republic.

Further information can be found at: [www.canto.org](http://www.canto.org)