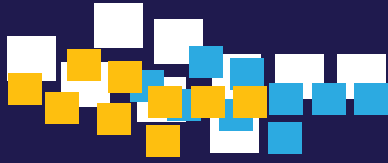


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Benoit Denis is a Consultant with the Frost & Sullivan EMEA – North America ICT Practice. He focuses on helping industry players understanding emerging trends, technologies and market dynamics in the telecom markets in Europe and North America

Since joining Frost & Sullivan in early 2004, Benoit has completed several research studies and consulting projects on satellite communication systems, HDTV services, next generation networks and IP convergence applicative markets.

Benoit gained trust from key industry players leading him to increasingly contribute to strategic consulting projects. For instance, he led a custom project aimed at helping a broadband satellite operator measure the addressable market for rural telephony services and helped his client raise the necessary funds for launching the venture.

He has also developed extensive knowledge of the terrestrial broadband networks market. Some of the key industry issues Benoit addressed include fixed and mobile convergence, broadband wireless technologies and mobile services.

Benoit was live interviewed by international television channels including CNBC and Bloomberg. He has received acclaim for his research through articles and quotes published in the premium press. He speaks French as his native language and is fluent in English and Spanish.

Prior to this, Denis was an independent trade specialist. He brings with him cross-cultural project management experience along side business planning and market opportunities analysis skills. After joining Frost & Sullivan in Palo Alto, California, Benoit is now based in Paris.