
PETER AMBROSE SEQUERAH, MBA, B. Eng. (Electronics and Telecommunications)

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PROFESSIONAL PROFILE

Telecoms professional with 25 years industry experience with both service providers and vendors across Asia and Europe. Proven track record in management consulting, strategy formulation, technology and architecture evolution, modernisation, design and implementation of transport networks. Expertise in access, aggregation and core transport for mobile backhaul, fixed networks, enterprise and wholesale services. Experienced in full network deployment cycle from planning and design to implementation and optimisation, including development of network design guidelines, vendor evaluation, network CAPEX and OPEX estimation and project management. Led cross-functional teams to successfully design and implement transport networks across Asia.

KEY SKILLS and COMPETENCIES

- Led network engineering teams to design and deploy future-proof transport networks to support evolving business needs including 3G, LTE and 5G.
- Developed strategic architecture plans, technology roadmaps, evolution strategy and design guidelines.
- Planned new technology introduction and phased migration to a future-proof IP backhaul network.
- Detailed planning, project management and deployment of transport network infrastructure.
- Planned and executed transport network audit and performance improvement initiatives.
- Prepared transport network CAPEX and OPEX according to business plans.
- Strategic, technical and commercial analysis of transport network initiatives.
- Led transport network procurement activities, including development of technical specifications, vendor evaluation and technology trials.
- Leadership, performance management, mentoring and competency development of technical teams.

PROFESSIONAL EXPERIENCE

Head of Transport Network and Facilities Strategy
Maxis Communications Bhd., Kuala Lumpur, Malaysia

Aug 2021 – Present

- Lead the development of mid to long-term transport network strategy and roadmap.
- Lead transport network readiness program for 5G, including network modernisation and fiberisation.
- Lead the annual and long-range planning and budgeting for transport networks.
- Review and approve transport network related CAPEX.
- Lead trials/POC/RFTs for new technology introduction.
- Lead the development of transport network cost models, policies and planning guidelines.
- Lead the facilities strategy & digitalisation program

IP and Transport SME Consultant
Ericsson Managed Services for Indosat Ooredoo, Jakarta, Indonesia

Oct 2020 – Jul 2021

- Steering committee and technical advisor for end-to-end transport network improvement program including access, aggregation and core transport network domains.
- Led nationwide transport network audit, improving transport network availability, visibility and monitoring, scalability, resilience, and ensuring future-proof transport network and 5G readiness.
- Led transport network process improvements, governance and OPEX savings initiatives.

Specialist Consultant, Transport Networks and Technology
Boston Consulting Group – Indosat Ooredoo Project, Jakarta, Indonesia

May 2019 – Nov 2019

- Provided best practices on transport network planning, capacity and network lifecycle management.
- Improved equipment delivery lead times through optimisation of forecasting and planning process.
- Increased microwave network asset utilisation through refinement of redeployment criteria and processes.
- Provided regional price benchmarking for IP/MPLS and Microwave network.
- Developed Microwave Vs Optical Fibre Total Cost of Ownership (TCO) modelling and access network fiberisation guidelines.
- Provided guidance on vendor evaluation framework, supply risk management strategy, performance benchmarking criteria and technology roadmap.
- Performed transport Network topology architecture review and optimization.

Technical Consultant, Transport Networks and Technology
BVMAR Consulting, Kuala Lumpur, Malaysia

Jan. 2016 – April 2019

- Technical consultant for strategic transport network evolution to support LTE and future 5G ready.
- Provided guidance on transport network architecture, technology selection and fiberisation plans to support mobile backhaul, fixed networks, enterprise and wholesale services.
- Reviewed and provided recommendations on transport network design guidelines.
- Key contributor to transport network procurement activities including requirements definition, commercial and technical evaluation and technology trials.

Transport Network Consultant, Norconsult Telematics
Banglalink Digital Communications Ltd., Dhaka, Bangladesh

Aug. 2017 – Feb. 2018

- Technical advisor for transport network fiberisation, IP optical networks, mobile backhaul, packet synchronisation and network performance monitoring improvements.
- Produced access transport network dimensioning guidelines for 2G, 3G and LTE backhaul.
- Assessed overall transport network readiness for LTE rollout.
- Developed and implemented transport network capacity management process.
- Provided recommendations on transport network KPIs and network resilience improvement initiatives.
- Led the development of microwave network planning database.
- Developed RFP technical specifications for packet microwave.
- Led cross-functional teams to successfully deliver fibre rollout, DWDM, IP/MPLS, packet microwave and LTE backhaul expansion projects.
- Led transport network planning and implementation teams to ensure backhaul readiness for LTE pilot deployment across 900 sites.
- Provided mentoring and knowledge transfer on transport network technologies, design guidelines and best-practises to engineering teams.

Network Systems Design Lead
Sapura Secured Technologies, Kuala Lumpur, Malaysia

Sept. 2016 – Aug. 2017

(Systems Integrator - Mission Critical Transport and Security Networks)

- Network Design Lead for Mass Rapid Transit 2 metro railway project, comprising 38 stations and 2 Data Centres, including IP/MPLS backbone, public WiFi network, Communications-Based Train Control (CBTC) and fibre optic networks.
- Led cross-functional teams to develop requirements and designs for the railway communication network.
- Led the development of RFP specifications, vendor evaluation and selection.
- Contributed to railway network operational, safety, and quality assurance requirements.
- Conducted design workshops for railway consortium and sub-contractors.

Consultant, Transport Network Solutions Division
Indosat Ooredoo, Central Jakarta, Indonesia

Oct. 2013 – Oct. 2015

- Technical advisor for overall transport network strategy, technology, architecture and planning.
- Evaluated existing transport network architecture and developed/updated High Level Designs (HLDs) for packet microwave, IP/MPLS aggregation, DWDM/ROADM and packet synchronization networks.
- Audited overall transport network performance monitoring capability – identified gaps in Network Management/Operations Support Systems (NMS/OSS), and modernization and integration requirements.
- Led the development of specifications and subsequent evaluation of transport network monitoring solutions in a network-wide OSS tender encompassing planning, optimization and performance.
- Modernised packet synchronisation network – led network audit and interoperability testing activities, developed design guidelines and modernization strategy in preparation for migration to all IP and LTE.
- Ensured transport network readiness - successfully deployed LTE pilot network across 2000 sites.
- Led cross-functional teams and provided technical guidance to resolve mobile backhaul performance issues in Central and East Java, Kalimantan and North Sumatra.
- Contributed to medium-to-long-term transport network architecture plans - ensured coherence with other network technology domains and Ooredoo Group level strategic initiatives.

**Head of Transport Technology, Technology Development
Maxis Communications, Kuala Lumpur, Malaysia**

Oct. 2010 – Oct. 2013

- Led the development of packet backhaul network design guidelines and ensured transport network readiness to successfully deploy LTE pilot network.
- Led the transport technology team in the evaluation of emerging access, aggregation and core transport technologies for fixed, mobile, enterprise and wholesale services.
- Led the development of cost modelling for business cases, transport network RFI/RFT initiatives, technical trials and subsequent deployment of new transport technologies.
- Led the development of overall transport technology roadmap, evolution strategy, policies and design guidelines to support medium-to-long-term business needs.
- Audited end-to-end transport network Quality of Service (QoS) capability and parameter settings to ensure consistency of policy implementation.
- Wrote technical papers and conducted workshops on emerging transport technologies.
- Represented Maxis in national regulatory initiatives, industry work groups and forums.

Optical Solutions Consultant

Jan. 2009 - Sept. 2010

Packet Optical Transport Platforms (P-OTP)

Fujitsu Telecommunications Europe Ltd., Birmingham, United Kingdom

- Technical sales and product management lead for Europe and Middle East (EMEA) markets.
- Developed packet optical and DWDM/ROADM network designs and cost estimates for EU customers.
- Produced sales collateral – including technical briefs, application notes, design guidelines, white papers, key differentiators and value propositions.
- Prepared market plans, product portfolio strategy and roadmap based on market requirements and competitor analysis and subsequently led workshops for sales teams to launch new product releases.
- Evaluated potential technology partners to complement existing portfolio and fulfil niche applications.

Solution Manager, Nokia Siemens Networks, Kuala Lumpur, Malaysia

Apr. 2007 - Dec. 2008

Senior Manager, Siemens Communications, Kuala Lumpur, Malaysia

Aug. 2006 - Mar. 2007

Manager, Siemens Communications, Kuala Lumpur, Malaysia

Oct. 2001 - July 2006

IP Transport Solutions

- Technical lead for APAC solution architects and 3rd party sales channels – provided consultation on tender responses, product engineering and positioning, network designs, training, product features and roadmaps.
- Performed solution sales and network planning for optical transport solutions across Asia Pacific (APAC) – identified business opportunities, developed value proposition and competitive positioning.
- Planned and executed launch of new product portfolio for APAC sales teams and customers.

Senior Systems Engineer

Mar. 1999 - Sept. 2001

Systems Engineer

Jan. 1998 - Feb. 1999

GSM/UMTS Radio Access Networks (RAN)

Lucent Technologies, Kuala Lumpur, Malaysia

- Asia Pacific Regional technical sales support for network design, architecture, network rollout and customer showcase events. Successfully designed and implemented GSM networks in Australia and India.

EDUCATION

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| • Manchester Business School, University of Manchester, United Kingdom | June 2014 |
| Master of Business Administration | |
| • University Malaysia Sarawak, Sarawak, Malaysia | July 1998 |
| Bachelor of Engineering in Telecommunication and Electronics | |

PROFESSIONAL AFFILIATIONS

- Registered member - Board of Engineers, Malaysia.

LANGUAGE PROFICIENCY

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| • English – Fluent, written and spoken | • Malay, Indonesian – Conversant, written and spoken |
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REFERENCES

Provided on request