

# **Lawrence Surtees**

**Research Vice President, Communications at International Data Corporation (IDC)**

Toronto, ON, CA

Over thirty years of experience advising clients on new technologies and trends impacting the Canadian communications market

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## **Biography**

Lawrence Surtees manages IDC Canada's communications research agenda and is IDC's lead analyst covering the Canadian communications services sector, including the wireline, wireless and Internet segments, new network technologies and policy and regulatory issues (including the CRTC). Lawrence also works on related IDC consulting projects.

Widely regarded as one of Canada's foremost telecommunications experts (he was also the global authority on Nortel Networks), he has covered the telecom sector for more than three decades.

Prior to joining IDC Canada in Sept. 2000, Lawrence spent 17 years as a reporter at The Globe and Mail newspaper in Toronto where the bulk of his tenure was spent on the Report on Business where he covered telecommunications and related high-technology companies. (He was also The Globe's medical reporter from 1988 to 1990.) He has written more than 3,000 articles published in newspapers and magazines in Canada and the United States and has won numerous awards for his writing, including a National Newspaper Award in 1993. Lawrence began his journalism career in Ottawa in 1981 where he was editor of a weekly newsletter on communications policy and regulatory issues. Lawrence also served as an advisor on New Media technologies to the telecommunications committee of the Canadian Daily Newspaper Association's Board of Directors from 1994 to 1996. A biographee in the Canadian Who's Who, Lawrence is also the author of two bestselling books on the Canadian telecommunications industry: Pa Bell, his history of BCE, was published in 1992; and Wire Wars, the inside story of the long-distance competition battle, was published in 1994.

He is in frequent demand as an industry speaker, media commentator and university lecturer and holds a B.A. in political science from the University of Toronto and an M.A. in journalism from the University of Western Ontario.

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## **Availability**

Keynote, Moderator, Panelist, Workshop, Host/MC

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## **Industry Expertise**

Business Services, Investment Management, Information Technology and Services, IT Services/Consulting, Internet, Telecommunications, Computer Networking, Wireless, Computer Software

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## **Areas of Expertise**

Canadian Communications Policy and Regulatory Issues, Canadian Communications Service Providers, Wireless Communications, Telecom Industry Structure and Trends, Optical Network Technology, Canadian Telecom History, Telecom and National Security, Green ICT, 5G Networks, Internet Technologies

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## Associated IDC Services

Canadian Communications Market Drivers and Strategies, Canadian Telecom Market Forecaster, IDC Canada Communication Service Providers Practice

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## Sample Talks

### Beyond Green IT: Harnessing ICT to Enable Carbon Footprint Reduction

Canadian firms are going Green in the datacenter and beyond, but a dearth of available information limits meaningful carbon footprint reduction. IT and business executives are asking about all the assets and technologies at their disposal as well as the business and economic impact of being 'Green'.

Lawrence discusses the impact of technology on the environment, including the latest research highlighting the value and importance of being Green.

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## Event Appearances

### CSPs of the Future: 5G Wireless in Canada

IDC Canada Web Conference

### Toward the CSP of the Future

IDC Canada Web Conference

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## Education

### University of Western Ontario

MA Journalism

### University of Toronto at Scarborough

BA (Honours) Political Science; History; Biology

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## Accomplishments

### Advisory Board Member

Lawrence was a member of the Advisory Board at MobiBiz 2011:

MobiBiz was a free interactive one-day forum that brought together IT, business, and marketing executives to explore strategic questions about challenges and opportunities in mobile marketing, channels and enterprise mobility.

Featuring Canada's most innovative mobile solutions companies, attendees of the event obtained tangible insights and practical action items to execute in their own organizations.

**Advisor, New Media Technologies**

Lawrence served as an advisor on New Media Technologies to the telecommunications committee of the Canadian Daily Newspaper Association's Board of Directors.

**Who's Who In Canada, 1996 - present**

**Recipient - National Newspaper Award for Business Reporting**

**Finalist - National Business Book Award**

**Recipient - IDC Global Research Quality Award**

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