

Fiber Optic Submarine Network/Cable Projects

Applicant Name: JOCEL P. IBARRA

Availability: March 18, 2024

More than 30 years of experience in the telecommunications industry. Experienced in the operations and maintenance domestic and international networks with strong background in capacity acquisition and management. Worked with partners and consortium in planning, construction, operation and maintenance of international fiber optic submarine cables.



Personal Information:

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Fairview, Quezon City
1118, Philippines

Objective:

To be able to contribute more success to the Company by bringing in my skills, expertise and experience in telecoms, particularly in international connectivity using fiber optic transmission over submarine cables.

Skills:

- Presentation
- Procurement
- Negotiation
- Project Management
- Contract Management
- Problem Solving
- Strategic Planning
- Corporate Work Ethics
- Adaptability
- Critical Thinking
- Leadership
- Teamwork

WORK EXPERIENCE:

Converge ICT Solutions, Inc.

Sept. 2019 – March 27, 2024

AVP / Head of International Facilities & Development, Converge ICT Solutions, Inc

- Lead role for the high-level international network planning.
- Identifying/sourcing for short term capacity investments.
- Initiating discussions with potential partners and/or vendors for a cable build collaboration with Converge.
- Endorsing strategic options to join international cable builds in a cost-effective long term projects.
- Fostering relationship with submarine cable players by introducing Converge as an investor, new player in the industry.
- Representing Converge in detailed discussions with Consortium/Partners in subsea planning and investment contracts.
 - Lead the commercial negotiation for **Bifrost Cable System**
 - II&ASC Chair, IMC/IPG Rep for Converge in **SEA-H2X Cable System**.
 - Lead person for other new potential investment for subsea projects.

Telstra – Converge Inc. (TCI)

Member, Board of Directors, 2021 to 2024

Project Manager, Joint Venture project and IRU acquisition of 5Tbps International Capacity for Converge international network.

Globe Telecom, Inc.

Oct. 1997 – Aug. 2018

System Engineer to Senior Manager (5 step progressive promotion)

June 2017 – Aug. 2018:

Senior Manager for Product Pricing, Bids & Pricing Management

- *Work with Product Team for a competent solutions and pricing.*
- Provide pricing/bid for product and services to internal client
 - *Core Products : DLL, ELAN/ELINK/IPL/MPLS,*
 - *Non-Core Products: \Data Center and Cloud Services.*
 - *Business Application Services such as G-Suite, Office 365, etc.*
- Evaluate and endorse approval for the overall Sales proposal.
- *Made a database for easy reference of sales and pricing teams.*

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Qualifications:

- License: Electronics & Communications Engineer (PRC-ECE#7433)
- Civil Service Eligibility: Professional

Educational Background:

College:

Bachelor in Science in Electronics and Communications Engineering
St. Louis University, Baguio (Batch 1991)

High School:

St. Francis Academy
Sta. Teresita, Cagayan (Salutatorian)

Elementary:

Maddalero Elementary School
Buguey, Cagayan (Valedictorian)

Achievements:

- Learning Facilitator, Human Resources Program (Globe Telecom)
- Technical Man of the Year 2001, Carrier Business Group (Globe Telecom)
- Individual Finalist, Best in Innovation, Annual Globe Awards 2005 (Globe Telecom)
- Nominated as Employee of the Year 2005, Wireless Network Technical Group (Globe Telecom)

Globe Telecom, Inc. (Continuation)

Oct 2007 – 2017:

Senior Manager for International Facilities Investments

- Senior Manager for International Facilities Investments with focused on Submarine Cable build and capacity acquisition.
- Primary role is to protect Globe subsea investments, collaborate with partners for network planning and oversee the project implementation.
- **South East Asia – United States (SEA-US) Cable System**
 - *Commercial Sub-Committee Chair (under Interim Procurement Group) which focused on the Overall Project Budget, esp. the Supply and Non-Supply Cost.*
 - *Worked with the Consortium (as member of the II&ASC & IPG) in the finalization of the C&MA and Supply Contract.*
 - *Member of the Interim Management Committee (IMC)*
- **South East Asia – Japan Cable (SJC) System**
 - *Worked with colleagues (Globe internal team) in the planning & project implementation.*
 - *Worked with the Interim Investment & Agreements Sub-Committee (II&ASC) colleagues in the finalization of the Construction & Maintenance Agreement (C&MA) and Supply Contract.*
- **Tata Global Network - Intra-Asia (TGN-IA) Cable System**
 - *Project oversight, as the overall project representative of Globe, during its planning and construction period.*
 - *Internal liaison for Billing Milestones, CLS and Backhaul readiness*
 - *O&M representative for the System Annual O&M Meetings.*
- **Globe/Innove Representative for Annual Consortium Management Committee meetings for old cable systems like, SMW3, APCN2, JUCN and CUCN.**
- **Responsible for the long-term (IRU) acquisition of multiple capacity from Vendors to address the increase of bandwidth to multiple destination.**

May 2006 – Sept 2007:

Manager for Network Operations Center

Focus on network changes (Switch, Transmission and Mobile platforms)

- *Lead NOC Engineers in implementing changes/modifications within the network/systems particularly International Gateway Facilities, Int'l Roaming Operators and Network Sub-System for Mobile Switching Center.*
- *Second level of support for system and network operations.*
- *Review Method of Procedure (MOP) and Implementations process (SOP).*

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Software:

MS Excel: Proficient
PowerPoint: Expert
MS Word: Proficient
G-Suite: Novice

Languages:

English: Proficient
Tagalog: Expert
Ilokano: Expert

Interests:

- Music
- Singing
- Strumming the guitar
- Watching movies
- Biking
- Badminton
- Sounds & Lights systems event set-up

Other Personal Information:

- Birthday: March 20, 1968
- Place: Sta. Teresita, Cagayan
- Nationality: Filipino
- Provincial Address: Maddalero, Buguey, Cagayan, Region 2, Phils.
- Spouse: Edna Ancheta Ibarra, 52 (former Call Center Supervisor)
- Children:
 1. Edcel John A. Ibarra, 27 (College Instructor, University of the Phils.)
 2. Winhowell Cylde A. Ibarra, 26 (IT Employee, Accenture)
 3. Jeleen Ira A. Ibarra, 22 (College Student)
 4. Tricia Altea A. Ibarra, 21 (College Student)

Globe Telecom, Inc. (Continuation)

Oct 1997 – April 2006:

Systems Engineer up to Supervisor manning the International Gateway Facilities, particularly the Switching Center.

- *Conduct technical meeting/presentation for network and systems integrations.*
- *Formulate and implement SOP (standard operations procedures) for efficient flow of operations.*
- *Perform systems compatibility and signaling systems testing with foreign and local carriers.*
- *Conduct pre-service tests for newly developed services.*
- *Conduct training and orientations of cadet engineers.*

Digital Telecommunications Philippines, Inc. (DIGITEL)

Mar 1994 – Sept 1997

Supervisor for District Operations & Maintenance

- *Responsible for continuous operation and satisfactory performance of all network elements in the entire Cagayan District.*
- *Head of the technical sections (Outside Plant, Switching, Transmission & Power Sections).*
- *Formulate and implement standard operating procedures and planned maintenance activities for efficient flow of operations.*
- *Prepare precise and accurate management reports.*

Telecommunications Office (Region 2)

July 1992 – Feb 1994

Officer-in-Charge, Aparri Sub-Exchange

- *Manage the operation and maintenance of the switching and transmission systems (NEAX 61S Digital Switching, NEC Microwave Transmission)*
- *Manage subscriber assignment in the Main Distribution Frame.*
- *Dispatch outside plant activities for subscriber and distribution cables fault and maintenance.*

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TRAININGS/SEMINARS/CONFERENCES:

- *Pacific Telecommunications Council (PTC) 2024 (Hawaii)*
- *SubOptic 2010 (Japan), 2013 (Paris), 2016 (Dubai), 2023 (Bangkok)*
- *Submarine Network World (SG) 2009, 2011, 2012, 2014, 2019, 2022, 2023*
- *Bali Annual Telecom Int'l Conference (BATIC) 2022, 2023*
- *Capacity Asia 2023 (Singapore)*
- *NBTC-ITU 2013 (Bangkok)*
- *Asia Carrier Conference (Cebu) 2011, 2015*
- *Transmission Systems (2006) Globe Training Center*
- *Broadband Networking Technologies, Decision Systems Incorporated*
- *Networking Essentials, Globe Telecom Training Center*
- *DCME240F (Multiplexers) Overview, ECI Telecoms Phils.*
- *No. 7 Signaling Basic Course, INET Phils.*
- *Fraud View Systems (2001), ECTel*
- *5ESS Switching Hardware Analysis (2001), Lucent Singapore*
- *Fundamentals of Unix Systems (2000), Hewlett Packard, Phils.*
- *GSM / WCDMA (3G) Basics, Globe Telecom Training Center*
- *5ESS Hands-on & System Analysis (1999), Lucent, Singapore*
- *5ESS Database and Recent Change (1999), Lucent, Philippines*
- *5ESS Advance Maintenance Course (1999), Lucent, Florida, USA*
- *5ESS Switch Overview, O&M Courses (1997), Lucent, Philippines*
- *NEAX 61 K/E Software Course (1995), Digitel Training Center*
- *NEAX 61K Systems Specialist (1994), New Zealand Telecom*
- *NEAX 61 Basic Training (1994), Digitel Training Center*
- *PGS 12 Digital Pair Gain System, Ericsson Philippines*

Non-Technical Trainings:

- *Project Management,*
- *Basic Management Program*
- *Problem Solving and Decision Making,*
- *Customer Care Program,*
- *Supervisory Effectiveness,*
- *Trainer's Training (Presentation Skills),*
- *Effective Communications,*