

SPEECH EXCERPT
CEO - KEYNOTE
GTE

We have before us an extraordinary situation.. . where two powerful forces, technology and public policy have at last, converged.

The truly incredible thing to me, is what happens when you combine the power of deregulation with the power of technology .. There is a big-bang fusion of capability... and that generates immense expectations .. on the part of the public, the industry and the regulating entities themselves.

The good news is that the rapid paced, evolving stream of creative goods and services can now be offered in a competitive environment. The restrictions that precluded our ability to offer the marketplace all that we had envisioned and invented are off, and opportunity abounds.

The bad news is more of a caveat, a warning.. simply put it means that as an industry, we must manage the ways in which we compete so that re-regulation is not a factor in our future.

Because from where I stand that future is a terrifically exciting place... we expect to be challenged and motivated and galvanized by the demands and expectations of the marketplace..

People are no longer going to be satisfied with what happens to be on the shelf .. or what's playing on television or down the street ... or how the telephone bill comes in ... or the options in service.

Customers are seeking end to end service from one company ... one bill-one vendor ... a total package of wired and wireless service ... entertainment on demand ... telephones that act like computers and computers that act like phones ... personal communicators ... one number for life ... a wide array of local and long distance choices that drive down price ... low-cost, high quality video conferencing ... and on it goes.

Congress sees new investment and new jobs as companies invest to build their place in the new world of competition. And, of course, telecom providers are seeing a world of opportunity.

Living up to those expectations requires two things:

First, companies that have done their homework .. that have prepared for the new era of competition.

Second, a regulatory structure that will integrate the requirements of the new law with the needs and potential of the market in ways that are fair, workable and rational.

Let's look first at the kinds of things companies are doing. And if you don't mind, I'll use a handy example ... GTE.