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'Dennis Uy' as third telco player

Word on the street is that businessman **Dennis A. Uy** is positioning his firm to be the so-called "third player" that will finally break the country's telecommunication industry duopoly of Globe Telecom and PLDT.

But before you start shaking your head in disagreement to what many say is Mr. Uy's overly aggressive acquisition of companies left and right—many of which may be outside his core business—let's get one thing straight: We're not talking about Dennis Uy of Davao City whose flagship firm is Phoenix Petroleum.

Instead, we're talking about Dennis Uy of Pampanga who runs Converge ICT Solutions Inc.—a firm that, working below the radar, provides internet and connectivity services to many large corporations in Metro Manila and Northern Luzon.

Yes, they share the same name, and even the same initials. Dennis Uy from Davao goes by the initials of DAU, which stands for Dennis Ang Uy. Dennis Uy from Pampanga is also DAU, but this time, the "A" stands for his second name, as in Dennis Anthony Uy.

In any case, we heard that "Dennis Uy of Pampanga" (as the gentleman involved in telecommunications is often described) is just as aggressive as his namesake from Davao when it comes to doing business.

According to industry circles, Dennis Uy of Pampanga is actually the one personality who is best positioned to become a legitimate third player in the local telecom space, notwithstanding the very public declarations of other aspirants like PT&T of businessmen **Salvador "Buddy" Zamora II** and **Benjamin Bitanga**.

"Among the existing players, he's the most capable," said one industry insider, noting this Uy's long experience in the telecommunications business and his firm's impressive roster of corporate clients, all of whom seem to be happy with the service they're getting.

And just like Dennis Uy of Davao who has to contend with recurring questions about who may be funding his latest corporate acquisition, Dennis Uy of Pampanga seems to be grappling with the same when it comes to his third player ambitions.

That's because the estimated cost for a decent effort at breaking the Globe-PLDT duopoly stands at around \$2 billion and while the Pampangueno may run an excellent company, that amount of money may just be beyond his reach.

Of course, there will be a foreign partner who will provide at most (or maybe "at least?") 40 percent of the equity needed, but how about the rest of the local capital? Well, Pampanga is a wealthy province and, we're told, there might be a well connected family there who could support his bid to become the third player. Clue? This family is involved in business and local politics. *Abangan.* —**DAXIM L. LUCAS**

Not pointing fingers, but ...
Remember the deteriorating road conditions in the vicinity of Pagcor Entertainment City that has been causing motorists some really bumpy and dangerous rides in recent months.

Biz Buzz heard the Aseana Business Park Estate Association (Abpea) was saying that there was "no finger pointing" be-

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tween itself—an organization created for the estate management, operation, maintenance and repair or restoration of common areas and facilities in Aseana City—and the Philippine Reclamation Authority (PRA).

Abpea said PRA had the exclusive jurisdiction over public roads within the reclaimed area particularly in Aseana City and these cover Macapagal Ave., Diokno Boulevard and Asean Ave., which were major thoroughfares in Aseana City.

"There is no finger pointing as to which entity must be responsible since jurisdiction and ownership over major thoroughfares and auxiliary roads in Aseana City can be clearly identified," the group said.

In fact—Abpea pointed out—the responsibility for the roads was PRA's.

"Major thoroughfares in Aseana City are public roads owned by PRA. Its management remains with PRA as of this time and are within the exclusive administration and control by PRA," it said. "Meanwhile, internal roads are privately owned and being managed and maintained by Abpea. These private roads are intended for common use of Aseana City's locators, members and their stakeholders."

At the same time, Abpea expressed a desire similar to that of the organization of Pagcor Entertainment City locators: they want to take control of the roads, if the government agency is inclined to hand over responsibility for their maintenance to the private sector.

"Because Macapagal Ave., Diokno Boulevard and Asean Ave. traverse through the whole Aseana City and Abpea wants to ensure that these are properly maintained and managed for the benefit of all its locators and stakeholders, Abpea is capable, ready and willing to take over control and maintenance of these roads at no cost on the part of the government to ensure that these are safe, road worthy and properly maintained," the group said.

The group—which is responsible for the physical facilities at the Aseana City project of the Wenceslao family and Ayala Land—said it had made this offer to PRA as early as 2012.

It doesn't seem like PRA is interested, though.

"Abpea has yet to receive said approval," the group said. "Notwithstanding the current limitations in Abpea's jurisdiction, Abpea, up to the present, has been shouldering substantial costs for traffic

and security concerns, landscaping, beautification, electricity and drainage maintenance of these major thoroughfares as well as auxiliary roads in Aseana City."

"Abpea remains committed to ensuring that these roads are properly maintained and stands by its previous proposal to take over management and maintenance of said roads," the group added.

Well, like Abpea insisted, it's not pointing fingers. But it does say that the ball is in PRA's court. —DAXIM L. LUCAS INQ