

Skanova's Cooperation with Municipalities Strengthens Swedish FTTH

The broadband access arm of Sweden's TeliaSonera bolsters expertise in providing FTTH to Swedish municipalities to further national FTTH adoption

Sweden is already halfway towards achieving its government's goal of providing 90% of all Swedish households and companies with 100 Mbit/s access by the year 2020. As a result FTTH today plays an important and growing role in the country's broadband infrastructure: Sweden takes second place in the European FTTH Ranking, and roughly 26% of homes have FTTH subscriptions.

A distinguishing feature of the Swedish broadband landscape is the widespread presence of open-access broadband access networks upon which third-party service providers can run services. A key player in providing openaccess broadband services is the former national incumbent, TeliaSonera, which in 2008 formed a subsidiary called Skanova to sell wholesale network capacity on equal terms to both its own retail arm and competing broadband operators and service providers.

TeliaSonera Skanova Access AB today provides network capacity to 160 operators in Sweden, including municipalities, which were instrumental in pushing some of the earliest Swedish developments of FTTH deployment. Because Skanova is operator neutral, it is well positioned to provide network capacity to municipalities that want to choose their own local thirdparty service providers, while benefiting from a national wholesale network.

"Municipalities have varying geographic and demographic conditions, as well as different requirements. Our broad

product portfolio and long experience of cooperating with many different types of municipalities means we can meet any needs they may have, and do so over the long term, whatever their particular circumstances may be. By working closely with municipalities, we can team up to create the broad momentum that Sweden needs to move forward and achieve the government's broadband goal by 2020, so

Sweden can continue to be one of the leading IT nations in the world," says Regina Lundgren, Head of the Product & IT Unit at Skanova.

In March 2012 Skanova strengthened its position in the local access fibre market by acquiring Svenska Stadsnät, which serves municipalities, companies and households in seven municipalities: Laholm, Svalov, Orkelljunga, Karlshamn, Gislaved, Gnosjö, Anderstorp, Smålandsstenar, Molndal and Nynäshamn.

Svenska Stadsnät's municipal customers were initially skeptical about the ability of the subsidiary of the former national incumbent to provide local services as effectively as a dedicated local access player. However, Skanova has managed to iron out any concerns by keeping Svenska Stadsnät as a separate entity with its own management structure, and by meeting with representatives of the municipalities in order to fully understand and meet their requirements.



Deployment

Size of network:

- Skanova does not publish the number of homes passed by FTTH, or FTTH subscriber numbers. However, according to IDATE, roughly 26% of Swedish homes have FTTH subscriptions.
- Skanova is continuing to work with municipalities to ensure Sweden attains its goal of equipping 90% of households with 100 Mbit/s access by 2020.

The payoff for Skanova has been proof of its ability to be responsive to the individual needs of municipalities and local network owners, whether they are at the initial stages of investing in FTTH networks, or looking to expand the reach of their existing local fibre access network.



“We tailor our network offering in close dialogue with each municipality. Some municipalities would like to increase the capacity of their fibre-based network to serve households in single-family homes and apartments, while others want to upgrade and strengthen their network for companies in densely populated regions or rural areas. Skanova is a reliable and secure partner for municipalities because of our solid experience from building, operating and maintaining networks. Skanova wants to have a good dialogue with municipalities. Together with the municipalities, we build out the fibre network on a commercial basis and offer companies and households the possibility to connect to the network,” explains Skanova’s Regina Lundgren.

General Information

Infrastructure owner:

- TeliaSonera Skanova Access AB is an operator-neutral broadband access provider to municipalities, businesses and consumers across Sweden. The company was established in 2008 and is based in Farsta, Sweden.
- TeliaSonera Skanova Access AB operates as a subsidiary of TeliaSonera AB.

Location:

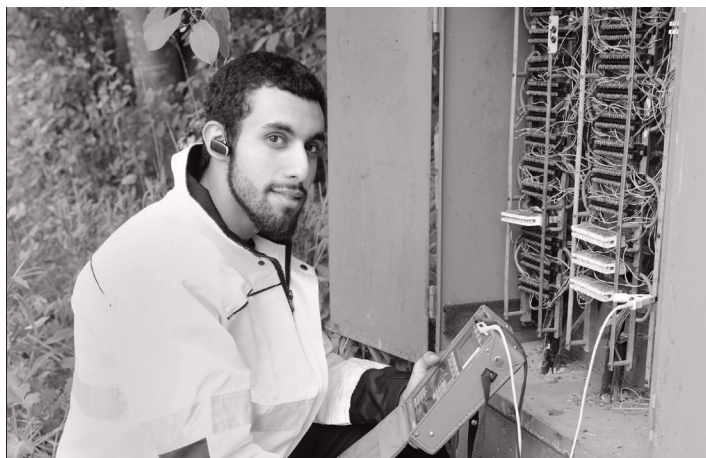
Sweden

Service Provider:

Skanova provides wholesale broadband access nationwide to 160 service providers, including TeliaSonera, which offers tripleplay TV services, and municipalities.

Municipalities often lack broadband network planning and architecture skills. Skanova offers advice on aspects of network build, such as how to align a planned FTTH build with existing electricity, water and telecoms infrastructure so as to make more efficient use of ducts, and reduce both civil engineering costs and disturbance to the local community. Skanova can then operate the network for other service providers and provide longterm maintenance services.

Mölnadal Municipality on the west coast of Sweden was one of the customers Skanova took on when it acquired Svenska Stadsnät AB in 2012. Mölnadal saw FTTH as essential to achieving its goal of attracting new knowledge-based businesses, and partnered with Svenska Stadsnät in



2007, before rolling out its municipal fibre network in 2009. Today, approximately 6,000 companies operate in Mölnadal, including major enterprises such as AstraZeneca, as well as smaller firms.

“Securing reliable fibre connections in the region has been vital, especially to nurture and retain a prosperous business community. Companies are very interested in establishing operations in our municipality due to our strategic geographic location, but also because of our stable and reliable digital infrastructure,” says Lars Ekberg, Head of the Economic Development Office for the Municipality of Mölnadal.

The new network means the municipality has climbed from No. 27 to No. 3 in the rankings for fibre penetration in the Västra Götaland region of Sweden.

The build-out of the fibre network has also helped the municipality improve services for residents and increase efficiency by linking up schools, health care units, and other local departments

“When we started to cooperate with Svenska Stadsnät AB in 2008, our fibre network only served various services for the municipality’s own operations. The objective of our collaboration with Svenska Stadsnät was to offer a well-developed fibre-based network for residents and companies in the municipality. We are well on our way to meeting this goal since the last build-out phase of our municipal network was inaugurated at year-end 2011,” says Göran Persson, IT Manager for the Municipality of Mölnadal.

Written in December 2013
Photos provided by Skanova
Contact us on info@ftthcouncil.eu