

## FIBRE HORIZONS

### A newsletter of the FTTH Council Europe

#### Vol 1, Issue 2 - Wednesday, 23 June 2010

FIBRE HORIZONS is a monthly newsletter published by the FTTH Council Europe and distributed to readers interested in fibre to the home networks and the activities of the Council.



#### Did you hear?

*"The business case for fibre is straightforward, but the execution is more complicated. The idea behind the FTTH Business Guide is to highlight the difference between theory and practice and help people avoid expensive mistakes."* Albert Grooten, Board Member and initiator of the FTTH Business Guide.

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### In the Spotlight: FTTH Business Guide

#### Developing the Business Case for Fibre to the Home

Earlier this year the FTTH Council Europe launched the first-ever comprehensive guide to business planning for FTTH deployment. The step-by-step guide is intended to support any prospective or early stage FTTH player through the planning process, whether they are a municipal government, a community-based scheme, a private start-up venture or even an incumbent operator. Chapters confront fundamental issues such as defining the network layers, launching new services and financing FTTH deployment.

While the Guide is principally authored by members of the FTTH Council Europe's Business Committee, additional participation from external stakeholders is considered crucial. The FTTH Business Guide is a living document that will be updated on a regular basis, to take into account the latest industry developments and experience from FTTH operators worldwide. A workshop held in London on 7 June was the first step in that process, and the second step is already underway. The FTTH Council Europe has now published the FTTH Business Guide in wiki form, allowing anyone to comment, make suggestions and even edit the document online.

[See the FTTH Council WIKI >>](#)

[Download the FTTH Business Guide >>](#)

[Register for the webinar "An introduction to the FTTH Council Europe wiki" on June 28 >>](#)

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## Top Tips for FTTH Network Builders

At the Business Guide Workshop in London on 7 June, Luis Alveirinho, director of network planning and engineer for Portugal Telecom, described the keys to success when building an FTTH network:

1. FTTH changes your organisation. Take the opportunity to rethink your process, your systems and your entire company organisation.
  2. A good site survey is very important because you want to build and install your network as quickly as possible and without any nasty surprises. Time is money.
  3. Materials and logistics are also very important. Everything needs to be in the right place at the right time and with the right permissions.
  4. Work force and training and flexibility are vital.
  5. Use bend-insensitive fibre technology in buildings.
  6. Install more than the minimum of fibre. Extra fibre capacity is always required for unforeseen circumstances. Install fibre for all services, not just residential, but also small businesses and mobile network backhaul.
  7. Partnerships are important, especially the support of technical suppliers. Close relationships with municipalities, real estate companies and housing associations will smooth the process.
  8. Don't be afraid. If you can give 100 Mbps to your customers, they will use it.
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## Top 5 Downloads

Here are the most popular downloads about FTTH from our website:

- 1. FTTH Business Guide:**  
read about how to set up a profitable FTTH network
  - 2. FTTH Handbook 2010:**  
learn all about FTTH technology
  - 3. Annual Report 2009-2010:**  
check out what the FTTH Council Europe achieved in the past year
  - 4. FTTH European Market Data - December 2009:**  
get a panorama of the global FTTH market
  - 5. FTTH Innovation Award Compendium:**  
find out about innovative FTTH solutions
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## Newsbeat

[Telstra plans to decommission copper as part of NBN deal](#)

[Vodafone launches triple-play fibre package in Portugal](#)

[Eircom to trial fibre-to-the-home speeds up to 150Mbps](#)

[FTTx markets making swift progress, says iDATE](#)

[French government presents high-speed broadband plan \(in French\)](#)

[Telecom Italia offers FTTH in Rome](#)

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## Upcoming FTTH Council Europe Events

### WEBINAR – Introducing the FTTH Council Europe Wiki

28 June – 11:00 to 12:00 CET. The FTTH Business Guide and Handbook are now available online in wiki form, providing direct access to each chapter, a search facility, and the ability to edit the documents. Join our webinar to find out how the wiki works. Register for the webinar:  
<https://www2.gotomeeting.com/register/305361586>

### FTTH Middle East Conference 2010

30 November-1 December 2010, Beirut, Lebanon. Second edition of our successful Middle East event, [click here](#) for last year's clip. Registration opens on 26 July on  
<http://www.conference.ftthcouncilme.org>.

### FTTH Conference 2011

9-10 February 2011 in Milan, Italy. 8th edition of the world's LARGEST FTTH EVENT. Check out 7th edition's clip [here](#). Details available soon on <http://www.ftthconference.eu>

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## Upcoming Industry Events

[2011 FTTH Conference & Expo](#) 12–16 September, Las Vegas, Nevada, USA.

[ASUT Kolloquium](#) 17 September, Bern, Switzerland

[EUROFORUM-Konferenz](#) 21–22 September, Frankfurt, Germany

[ConnectedHome World Summit 2010](#) 21-22 September, London, UK

[EEBC 2010/expoTEL 2010](#) 20-22 October, Kiev, Ukraine

[North Africa Com](#) 26-27 October, Cairo, Egypt

[Broadband Worldforum 2010](#), 26-28 October, Paris, France

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### About Us

The FTTH Council Europe is an industry organisation with a mission to accelerate the availability of fibre-based, ultra-high-speed access networks to consumers and businesses.

The Council promotes this technology because it will deliver a flow of new services that enhances the quality of life, contributes to a better environment and increased economic competitiveness. The FTTH Council Europe consists of more than 130 members.

<http://www.ftthcouncil.eu>



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For general matters, please contact our Secretariat on [info@ftthcouncil.eu](mailto:info@ftthcouncil.eu).

The press contact is Nadia Babaali, Communications Director,  
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