

FIBRE HORIZONS

A newsletter of the FTTH Council Europe

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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?

"Fibre is not new to us; we have been doing fibre for more than ten years. But we are moving from thousands of connections with fibre to millions of connections – this is a totally new paradigm."

Luis Alveirinho, director of network planning and implementation at Portugal Telecom.

In the Spotlight:

Understanding what makes a success

Fibre to the home is a global initiative to replace the existing copper telephone network with fibre-optic cables, which can provide internet access at much faster speeds. For incumbent operators, who are the guardians of the copper access network, this may require significant changes in the way they do business even though they are experienced in deploying telecoms networks.

The scale of the transformation, which will be rolled out worldwide, has created an opportunity for new players to enter the market. These new entrants include competitive telecoms operators, utility companies, housing associations and property developers, national and local government, and community groups. The end result is a variety of different business models and approaches to the deployment of FTTH networks, and the absence of a "one size fits all" solution.

To help discover what contributes to a successful FTTH deployment, and identify common themes, the FTTH Council Europe has begun to assemble a series of case studies from different countries, different types of organisation and different project sizes. We define success in the broadest sense, not just financially. In any case most FTTH projects are long-term investments where payback on the original investment can be expected to take many years.

Our starting point for each case study is a template with a series of questions about the project. We note the project's vital statistics, for instance, its geographic location, the number of homes passed and the number of connected customers – including project targets and progress to date. We gather information about the business model, the financial business case, the deployment method and network architecture and, last but not least, the services offered over the network. Problems are not ignored; we also ask what obstacles the network planners and operators had to tackle, and which things they would do differently in future. The file of case studies is growing month by month and already includes Fastweb in Italy, Portugal Telecom, Sweden's MälareEnergi Stadsnät, Amsterdam Citynet and Arge Glasfaser Waldviertel, a network serving a trio of villages in Austria. You can read these stories in our online Media Centre.

If you would like to suggest a project for inclusion in our case study series, please contact nadia.babaali@ftthcouncil.eu.

[Read the FTTH Success Stories in our Media Centre >](#)

Five Reasons Why You Should Attend the FTTH Conference 2011

- 1. More than 80 high-quality presentations** from industry leaders. Neelie Kroes, vice-president of the European Commission responsible for the Digital Agenda, will speak in a special closing plenary session on 10 February. The impressive speaker line up also includes Professor Carlota Perez, an international authority on the socio-economic effects of technological change.
- 2. The huge exhibition area** will host nearly 100 exhibitors, who will be willing to inform and educate, demonstrate their products and debate the latest developments in the FTTH industry. The exhibition provides a great opportunity for networking too.
- 3. The FTTH Services Showroom** is a dedicated demonstration zone where you can get hands-on experience of FTTH-enabled applications, such as energy control, e-training tools, personalised TV services, online care for the elderly and more. Find out how FTTH can improve quality of life.
- 4. Pre-conference workshops** on a selection of topics, including technical research, financing FTTH networks and cabling standardisation. The informal and interactive format of the workshop provides an opportunity to learn about subjects in more depth.
- 5. A chance to see the fabulous Italian city of Milan!**

Register and find out more at <http://www.ftthconference.eu>

Newsbeat

[Vtesse Broadband launches 1 Gbps FTTP in Broughton, UK](#)

[Jersey Telecom trials 1Gbps broadband](#)

[Lithuania's TEO passes 100,000 customer mark](#)

[Google delays announcement of FTTH community](#)

Upcoming FTTH Council Europe Events

FTTH Conference 2011

DONT DELAY, REGISTER TODAY for the world's largest FTTH conference, taking place on 9-10 February 2011 at the Milano Convention Centre in Milan, Italy.

More details at: www.ftthconference.eu

Upcoming Industry Events

European Telecoms Investment Forum, 27—28 January 2011, Vienna, Austria

Salon de la Plateforme THD, 28—29 January, Paris, France

CEBIT 2011, 1—5 March, Hannover, Germany

Transport Networks Russia, 2011, 2—3 March, Moscow, Russia

OFC/NFOEC 2011, 6—10 March, Los Angeles, US

IPTV World Forum 2011, 22—24 March, London, UK



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 150 members.

<http://www.ftthcouncil.eu>



For general matters, please contact our Secretariat on info@ftthcouncil.eu.

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