

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?



“The benefits of FTTH for every European citizen will ensure to base the competitiveness of Europe on the power of innovation. Innovative Services and Applications will enhance quality of life and create a sustainable society.”

Karin Ahl, President of the Board, FTTH Council Europe

In the Spotlight

Successful strategies for FTTH Operators

FTTH service providers need to optimise their business strategy if they are to recoup the substantial investment in optical fibre. The greatest challenge for these service providers is to choose between an acquisition strategy (to maximise customer adoption) and a service strategy (to maximise value-added revenues). What is best? The FTTH Council Europe commissioned a study to help answer this question. The results were presented at the FTTH Conference 2012 and also in a recent webinar.

For the study, Benoît Felten from Diffraction Analysis undertook an extensive analysis of 13 FTTH service providers around the world to understand how they have addressed the issue of adoption versus revenues, and how their approach translates in terms of service portfolios.

The results of the study provide important insight into the take-up and demand dynamics in the FTTH market. The study also examines how on average FTTH services generate more revenues per user than DSL, explains why incumbents take a cautious approach to the transition to fibre access, and considers the ongoing opportunities for service innovation that have yet to be addressed.

Follow the links to find out more.

[Read the one page summary](#) (PDF) >

[Download the study presentation](#) (PDF) >

CEO interview: Gerlas van den Hoven, Genexis

In a new series of articles, we will be talking to leading industry figures about important issues affecting the world of FTTH. First up is Gerlas van den Hoven, CEO of home gateway manufacturer Genexis, and a member of the Board of Directors at the FTTH Council Europe. Gerlas talks about what should come first – services or applications – and what has contributed to the high rate of broadband adoption in his home country of the Netherlands.

Van den Hoven has a clear vision: “Fibre is not just about making existing technology more efficient, it’s about radically rethinking the entire process.” This is combined with a strong request to operators: “We should look at next-generation concepts and how these will affect people’s lives, instead of using faster networks to continue doing what’s already been done.”

[Read the interview online](#) >

Webinar on Financing FTTH Networks: 19 June 11:00-12:00 CET

Our next webinar on “Financing FTTH networks” is scheduled to be held on 19 June from 11:00 to 12:00 CET.

The webinar will cover the key drivers for a successful FTTH project, the different business models including municipal, public-private partnership, incumbent and public stimuli models, and recommendations for pool financing.

Register for the webinar by clicking [here](#).

Newsbeat

[Who Are the Gigabit Internet Subscribers? Study Released by FTTH Council](#)

[Moscow telecom provider to invest \\$2 billion in GPON](#)

[Telefónica invertirá 200 millones en fibra óptica en Madrid](#) (in Spanish)

[Study: Telecoms operators expected to spend \\$53.5Bn on fibre roll-outs in developed markets through 2017](#)

[CityFibre and Fujitsu in engineering agreement to roll out pure fibre infrastructure in UK](#)

[Numericable va déployer le FTTB dans 27 communes du Val-de-Marne](#) (in French)

[Opinion: FTTH is \(relatively\) cheap](#)

[Fiber to the Home network in Rotterdam te koop](#) (in Dutch)

[Signature d'un partenariat entre France Télécom-Orange et SPTHD \(Pau\)](#) (in French)

Upcoming Events

The FTTH Council Europe will be speaking or exhibiting at the following events:

30 May: [NextGen Roadshow Milton Keynes](#) in Milton Keynes, UK

6—8 June: [LKTA Konferencijų Informacinė Sistema](#) in Vilnius, Lithuania

7 June: [NextGen Roadshow Edinburgh](#) in Edinburgh, Scotland

12-14 June: [ANGACable Show 2012](#) in Cologne, Germany. HALL 10.2 BOOTH A41

17 July: [NextGen Roadshow Bristol](#) in Bristol, UK

You're invited! FTTH Conference 2013

The 10th edition of the annual FTTH Conference will be held on 19—21 February 2013 at the ExCeL exhibition centre in London, UK. Workshops will be held on the 19th.

If you've never been to our conference before, this short video clip on the conference home page will give you a taste of what to expect:



[Watch the promo video clip >](#)

Our call for sponsors and exhibitors is now open:

[Register as a sponsor/exhibitor >](#)

We also welcome ideas for speakers or topics (self-nomination is acceptable):

[Suggest a speaker or topic >](#)

Join our social media communities

Be first to find out about the latest developments at the FTTH Council Europe by joining our active social media communities. We have more than 2,100 members in our LinkedIn Group, more than 950 followers on Twitter and about 350 “likes” on Facebook – so you’ll be in great company!



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 enhance the quality of life, contribute to a better environment and increase economic competitiveness. The FTTH Council Europe consists of more than 150 member companies. www.ftthcouncil.eu

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

The press contact is Nadia Babaali, Communications Director, nadia.babaali@ftthcouncil.eu .

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